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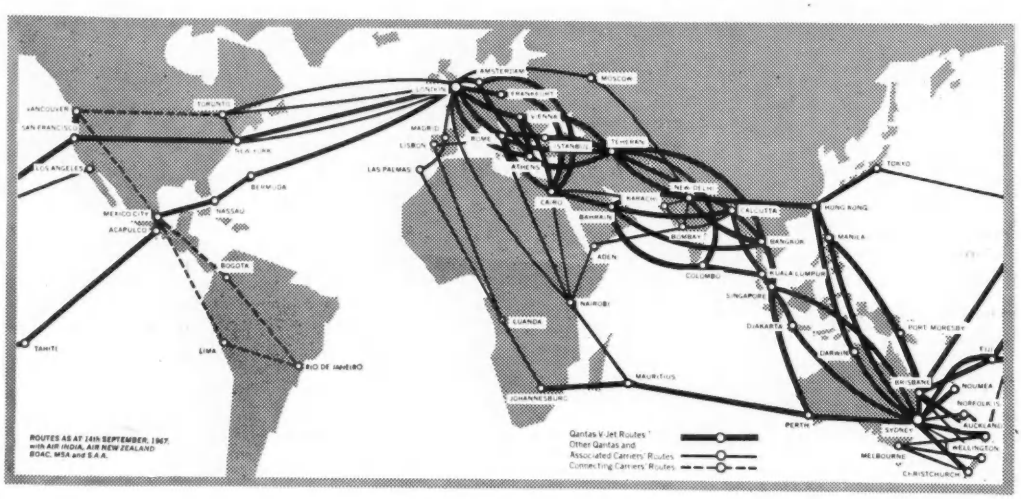

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VOLUME 193, NO. 3676, PAGES 505-556
1 SEPTEMBER 1967
PRICE 1*s.* 6*d.* NET, SUBSCRIPTION INCLUDING POSTAGE £5 6*s.* 8*d.*

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Front cover photograph

WCB Containers Limited, of Stalybridge, manufacturers of material handling containers, have obtained an order from Rumania for textile silver cans worth nearly £40,000. This order was obtained in the face of French, West German, East German, and other East European competition, by one of their product managers, Mr. G. G. Harris, during two visits to Bucharest, involving a total stay of some 15 days. Other competitors dropped out and the fight for the order became a straight one between the West Germans and the British company, eventually won by WCB Containers Limited because, they say, they were prepared to give on the spot decisions.

SUBSCRIPTIONS, ADVERTISEMENTS, REPRINTS

The *Board of Trade Journal* is published weekly by Her Majesty's Stationery Office, price 1s. 6d. (annual subscription £5 6s. 8d. including inland or surface but not air postage) and is obtainable directly from the following addresses: 49 High Holborn, London, W.C.1; 423 Oxford Street, London, W.1; 13A Castle Street, Edinburgh, 2; Brazennose St., Manchester; 35 Smallbrook, Ringway, Birmingham, 5; 109 St. Mary Street, Cardiff; 50 Fairfax Street, Bristol, 1; 7-11 Linenhall Street, Belfast, 1; or through any bookseller.

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Subscriptions and sales inquiries should be addressed to the publishers at any of the above addresses.

Editorial Communications should be addressed to the Editor, *Board of Trade Journal*, Room 127, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. 01-222 7877, Ext. 2654).

The views expressed in contributions to the Journal emanating from other than official sources are not necessarily those of Her Majesty's Government.

Advertisements. Inquiries from the London Postal Area concerning the insertion of advertisements should be addressed to Her Majesty's Stationery Office, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1. (01-248 9876, Ext. 6147). Inquiries from other parts of the United Kingdom should be addressed to Cowlishaw and Lawrence (Advertising) Ltd., Memorial Hall Bldgs., 16 Farringdon St., London, E.C.4. (Tel. 01-248 3718).

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On Ascension Island Cable and Wireless recently brought into operation the first of a planned round-the-world network of earth stations for satellite communications—initially to include Hong Kong and Bahrain. Has completed a cable and radio scheme in the West Indies which gives ten Caribbean islands direct inter-island and international links.

With its Commonwealth Partners, has just brought into full service the £23½M SEACOM telephone cable—a 7,000-mile extension to the trans-world system which will bring many more nations of the Commonwealth into direct, pick-up-the-phone, cable contact.

And is planning with Canada, to provide a new 800 mile transistorised telephone cable from Bermuda to Canada—just one of the many projects Cable and Wireless is working on to upgrade world communications.

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The British export battle for the Caribbean

By J. R. M. Rocke, vice-chairman, Booker Brothers McConnell & Co. Ltd.; chairman, BNEC Committee for Exports to the Caribbean.

This is the first of a series of articles on the Commonwealth Caribbean. Future articles will feature Jamaica, Guyana, Trinidad & Tobago, and Barbados.

THE ENGLISH-SPEAKING Caribbean is a scattered pattern of islands (with two mainland territories, Guyana and British Honduras) which fall into a rough parallelogram with sides of approximately 1,400 and 700 miles; their total population is only about five million; their gross national product only about £135 per head per annum, but they take – and this is the point – almost £100 million sterling a year of British exports.

The ties of Empire – strengthened by trade and investment – linked Britain with these territories for more than 300 years. A strong two-way pattern of trade developed, with Britain taking most of the primary products of the West Indies; and the West Indies buying most of their capital and consumer goods from British manufacturers. But with Independence, the peoples of the Caribbean have, naturally, looked for new suppliers and new trading partners; and British exporters have suddenly been faced with tough, hard selling and imaginative competition from North America, Japan, and the Continent of Europe. Fortunately there remains a solid core of goodwill towards Britain; the valuable Commonwealth preferences; an understanding of British products and business methods; and an existing industrial infra-structure of British capital goods which lends itself more easily to extension and development with equipment from the same source. Nevertheless, British exporters to the Caribbean must realize that these territories are no longer an easy, captive market. They have got to be treated with all the energy, enthusiasm, and painstaking care that they would give to a new market. And it is encouraging to be able to report that many new things are being done and many new efforts are being made by British industry to face up to this situation. Let me describe some of them.

In April this year a Birmingham Chamber of Commerce Mission, consisting of 14 businessmen led by Mr. Roy Dorken, spent 25 days in the Caribbean. This was the first mission from any British Chamber of Commerce to visit the West Indies – but it will, by no means, be the last. On September 23 a London Chamber of Commerce Mission led by Lord Macpherson and consisting of 20 businessmen but including for the first time an Assistant Secretary from the Board of Trade and a senior representative from the Commonwealth Development Corporation, will set off for a three-week tour of Jamaica, Trinidad, Guyana and Barbados. Up and down the country British Chambers of Commerce and other organizations are actively considering the possibility of similar missions.

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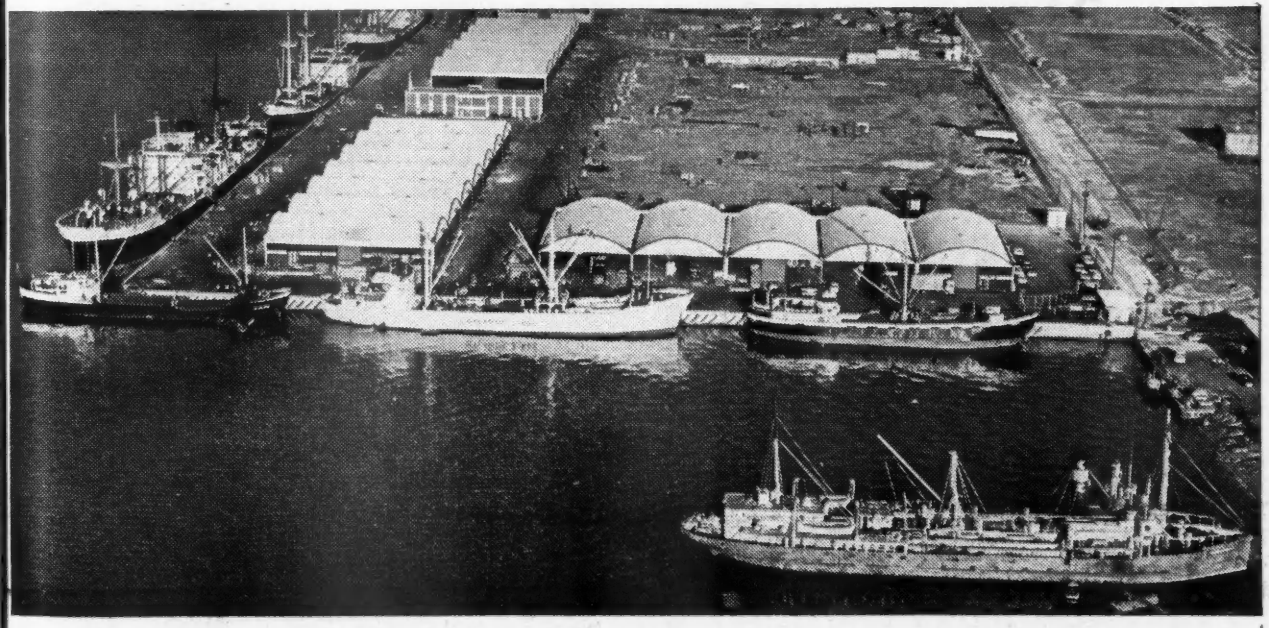

The main contractor for the sheet-piled bulkhead and transit shed in Newport West, the new port of Kingston, was Caribbean Construction Co. Limited, a subsidiary of British contractors, J. L. Kier & Co. Limited. Consulting engineers for part of this construction were Wallace Evans & Partners (Jamaica), associates of a British firm of consulting engineers. The Commonwealth Development Corporation have a substantial investment in this project.

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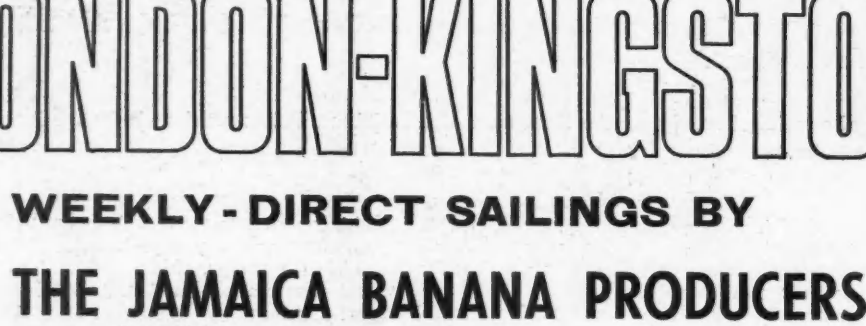

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The Jamaica Producers' Marketing Co. Ltd.
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Plans are at the moment being considered for two British Exhibitions to be held next year in October/November in Jamaica and Trinidad. The object of these exhibitions would be to display what Britain has to offer in the whole range of consumer durables, particularly builders' hardware, hand tools, and garden equipment, jewellery, cutlery, glassware, kitchen equipment, office equipment, toys, and travel and leather goods; and simultaneously with the Jamaican Exhibition consideration is also being given to mounting a complementary exhibition of British hotel and catering equipment as a first step in a planned attack on the large and growing market for this type of product in the Caribbean.

In the autumn of 1967 O. W. Roskill, Industrial Consultants, will be reporting on an exhaustive and detailed market survey which they are currently carrying out in the Caribbean. This is designed to provide the kind of factual and technical expert information about the trend of future imports into the Caribbean and the factors affecting the source of these imports, which will give British manufacturers additional information and evidence to help them plan their export operations over the next five years.

In March/April next year operation 'Caribex' is scheduled to take place. This operation (it is modelled on the highly successful operation 'Australex') involves the visit of four British commercial officers from the English-speaking Caribbean territories to the United Kingdom for a month of intensive study, discussions, and liaison with the companies and trade associations operating in or representing those product categories which have the greatest growth potential in the Caribbean.

These four sets of activities which I have described briefly above are all examples of what BNEC Caribbean consider to be the most important aspects of our attempt to win the battle for the West Indian markets: personal visits, design and styling, market research, and the close co-operation of British Government posts and industry. Perhaps I may expand on this.

Personal visits

American, Japanese and Continental salesmen are diligently and continuously travelling the whole Caribbean. We must do the same. Background statistics, agents' reports, outside market researches, information from the offices of the British Trade Commissioners all have their part to play in preparing and directing the British export campaign, but nothing can take the place of personal reconnaissance, and when personal visits are done under the auspices of the great constituent organizations of British industry, they carry more weight, attract more publicity, and bring greater benefits to British industrial public relations than can ever be achieved by individual effort and initiative.

Design and styling

Almost the biggest impact which has been made by North American inroads into the Caribbean market has been in the field of design and styling. In America consumer durables, from cars to lavatory pans, are re-styled annually; and the industrial design consultant is an essential participator in any new product development exercise. This is not always the case in Britain. At its best British design is the equal of any in the world, but the fact remains that a number of British exporters still pay insufficient attention to styling (and pack); and take the view, probably unconsciously, that a good functional product at the right price is the sum total of the market's requirements. In addition to this, two things may be happening which may give us an even worse reputation for bad design than we deserve. First, it seems possible that a large number of local retailers, agents, and representatives order products of antiquated design because they are unaware that better designed products are available. They do not have the chance to visit Britain to see for themselves, and the countries they live in are so far away and so small as potential markets that many new exporters, with new products, very seldom visit them. Secondly (and this is really the same point put the other way round) a number of British manufacturers whose feedback from the Caribbean is inefficient or infrequent, fall into the trap of assuming that the countries there will always take the same again. We hope that the two British

(*Continued on page* 511)

Buildings in Trinidad, illuminated for the visit to the West Indies last year of HM the Queen and HRH the Duke of Edinburgh, included the Red House (illustrated here), which accommodates the Parliament, as well as judicial and Government departments, and the Queen's Royal College, both in Port of Spain. Cables and glands for the lighting equipment were supplied by BICC to Caribbean Engineering Co. Ltd., their agents in Trinidad and Tobago.

Representation overseas for The Caribbean & South America

A long established and most successful **Consortium** of five British companies manufacturing industrial products, retains its own sales representative who travels regularly throughout the territory and supervises selling agency and distribution arrangements.

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Facts and Figures on The Caribbean

For over one hundred and thirty years the history of our bank has been closely linked with the economic development of the Caribbean. Continual contact with the commercial, industrial and agricultural life of the area has given us an unrivalled knowledge of local conditions. This knowledge is freely available to all businessmen. For facts and figures on the countries of the Caribbean write to our Intelligence Department at 54 Lombard Street, London, E.C.3.

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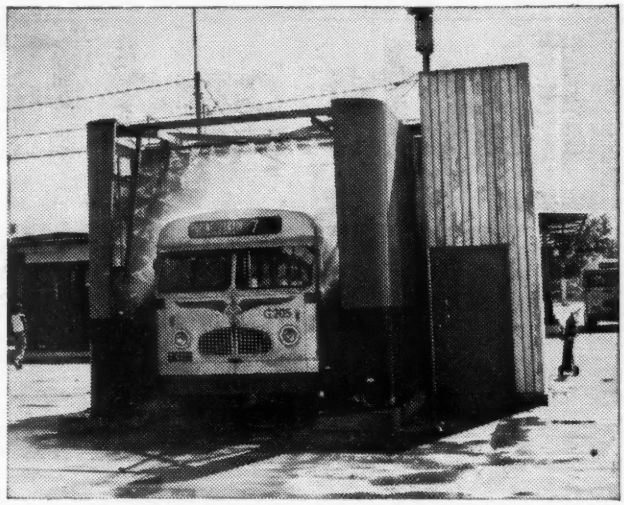
Britain's Largest Overseas Bank

Exhibitions which are planned for the autumn of 1968 will go some way towards proving to the local public in the Caribbean and local retailers that is is not only in Carnaby Street that Britain can be way out ahead of the rest of the world in setting trends.

Market reasearch

Market research is a well-known and well-tried management technique in metropolitan territories, but in an area such as the Caribbean it presents certain problems of implementation. Very few companies would regard the Caribbean market as sufficiently large to justify market research in depth. On the other hand, if ever a market was crying out for this kind of approach, it is here. The changes in social and economic habits and attitudes over the last 10 years have been revolutionary. Selling techniques based on the position as it was immediately at the end of the last war are no longer valid, and an entirely new assessment of local conditions and local trends must be made if British products are to maintain their share of future imports. Technical market surveys to be of real use to the men actually responsible for selling, often need to be divided into two parts. In the first place they want to know such detailed facts as what were the total sales of a particular machine last year, and the trend of sales over, say, the last five years, what were the main sales outlets, who were their main competitors, with their approximate market shares, what were the channels of sale (direct representation, agents, etc.), prices, delivery times and other terms of trade. These are some examples: there will be many others and there will be different slants between one product and another and one market and another.

In addition they want a forecast of the future. Nobody wants to enter a declining market. This element of forecasting in market research work cannot be done by extrapolating past sales figures. Moreover, the basic influences affecting future demand often affect several types of machine. It is, therefore, necessary to consider such influences separately, including future plans both in the public and private sectors.



Leyland/MCW Olympic bus, one of the Jamaica Omnibus Services Ltd. fleet of 358 British Leylands, passing through a British built 'Dawson' washer in Kingston, Jamaica.

Neither the detail alone nor the general influences alone constitute an adequate technical market survey. It is the two together which are the basis for successful marketing. From them are derived conclusions regarding such diverse factors as buying

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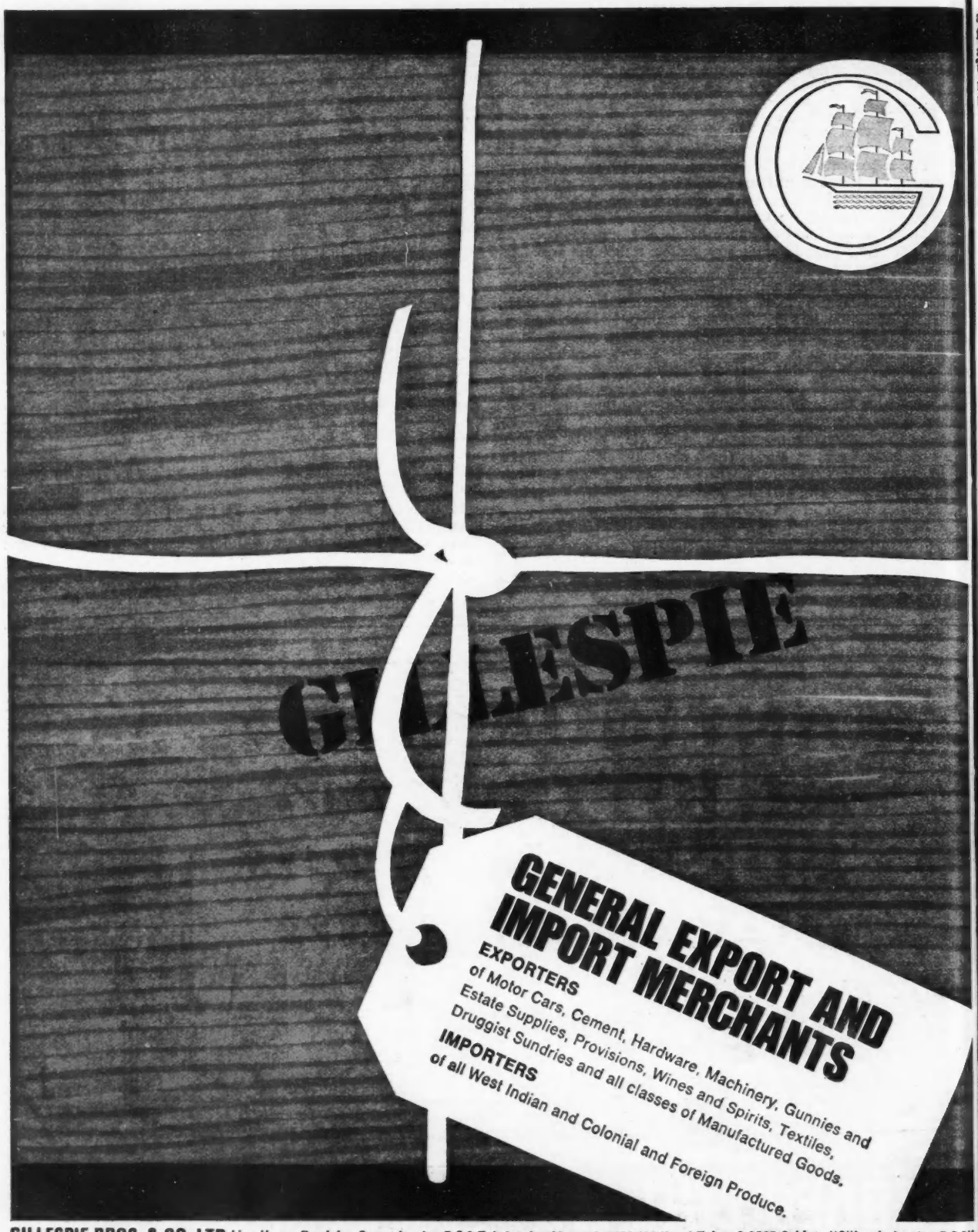
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attitudes in the public and private sectors, methods and terms of financing new projects, the role of consultants, the future of local assembly, the importance of providing for rapid supply of spares, the scope for consortia, the relation between ownership of a factory and the country of origin of the machinery its owners buy, and so on.

The O. W. Roskill survey of imports of plant and equipment into Jamaica, Trinidad and Guyana is designed to do exactly this.

Co-operation between British Government posts and British manufacturers

In any overseas country the commercial section of British Government posts provide a valuable service to British exporters. But the part that can be played by them is infinitely greater when the countries concerned are small and the distances involved are large. Most manufacturers find it economic to maintain their own representative in, for example, the United States or Canada. Few are big enough and have a big enough volume of sales to justify doing the same in, say, Barbados. On the other hand, the commercial officer in the High Commission and his staff have a wide first-hand personal knowledge of local conditions, local personalities, and the local market. They are equipped to provide new exporters with detailed information about all aspects of marketing in their territory; and even to an existing exporter, they can provide invaluable reinforcement. In order to carry out and improve the service which they can offer in this field, it is of the greatest importance that the commercial officers concerned get a real understanding of, and involvement with, those sections of British industry which they are helping. There is a great deal of evidence to show that this two-way educational process is going forward with considerable momentum. Special exercises like 'Caribex', which I have described above, are an obvious and novel part of it.

Before I end I would like to refer to one other factor which is of great importance to manufacturers exporting to the Caribbean: deliveries. It is impossible to over-emphasize the damage which is done to the British export effort by late deliveries, broken promises, and failure of communication. The average West Indian businessman – and Government official – understands that in a complicated industrial process there are occasionally going to be hitches; and that consequently unforeseen delays may occur (although it is true to say that he doesn't understand why these delays seem to be more frequent when he deals with British manufacturers than when he deals with American). What he, in my view, quite definitely is not prepared to accept is that a bad delivery date should be made worse by unanswered letters, long silences or failure to notify dates of shipment. If I had to name the single most important factor which was causing the Caribbean to move away from Britain and seek other sources of supply, it would be British deliveries. Indeed, I would go so far as to say if you cannot be reasonably certain of meeting your delivery dates, don't try to sell.

United Kingdom exports (excluding re-exports) to the Commonwealth Caribbean area

	£,000	
	1966	Jan.-June 1967
British Honduras	3,346	1,111
Bahamas	6,811	5,027
Bermuda	5,630	3,167
Antigua; St. Christopher-Nevis & Anguilla; Montserrat; Br. Virgin Islands	5,183	1,724
Barbados	6,710	3,545
Dominica; Grenada; St. Lucia; St. Vincent	4,894	2,564
Jamaica	23,715	12,393
Trinidad & Tobago	23,338	10,330
Turks & Caicos Is.; Cayman Is.	220	59
Guyana	11,614	5,536
Totals	91,461	45,456

Source: *Overseas Trade Accounts of the United Kingdom.*

A New Film for all Exporters

This 24-minute, 16mm film in colour, called 'Shop Windows for Exports', has been produced for the Board of Trade by the Central Office of Information. It describes the merits and differences of Overseas Trade Fairs, British Weeks and Store Promotions and shows how a manufacturer can select those 'Shop Windows' best suited for his products.

Copies of this film are available on hire from:

Central Film Library, Government Buildings, Bromyard Avenue, Acton, London, W.3. Phone: 01-743-5555.

New Cabinet appointments

AMONG THE MINISTERIAL CHANGES announced from the Cabinet Office on August 28, Mr. Harold Wilson, Prime Minister and First Lord of the Treasury, has taken over the portfolio of the Department of Economic Affairs. Mr. Peter Shore has become Secretary of State for Economic Affairs and has joined the Cabinet. Mr. Michael Stewart retains his title of First Secretary of State and will be in charge of Government social services.

Mr. Anthony Crosland has been appointed President of the Board of Trade in succession to Mr. Douglas Jay, who has tendered his resignation. Lord Walston, Parliamentary Secretary, Board of Trade, has also tendered his resignation but his successor had not yet been appointed when the *Journal* went to press on August 29.

Note:

Mr. Anthony Crosland, who is aged 48 and is Member of Parliament for Grimsby, was appointed Secretary of State for Education and Science in January, 1965. He was Minister of State for Economic Affairs from 1964 to 1965.

Ministerial meeting of the Group of Ten

THE FOLLOWING communique was issued after the Ministerial Meeting of the Group of Ten on August 26 in London:

'In order to complete the discussions which they had begun at their previous meeting in London on July 17-18, the Ministers and Central Bank Governors of the Ten countries participating in the General Arrangements to Borrow met again in London on August 26 under the chairmanship of Mr. James Callaghan, Chancellor of the Exchequer of the United Kingdom. Mr. Pierre-Paul Schweitzer, managing director of the International Monetary Fund, took part in the meeting which was also attended by representatives of the Organization for Economic Co-operation and Development and of the Bank for International Settlements, as well as by the President of the National Bank of Switzerland.

'The Ministers and Governors had before them a revised Outline of a contingency plan for establishing a new facility, in the form of special drawing rights, which is intended to meet the need, as and when it arises, for a supplement to existing reserve assets. This Outline was drawn up at the Fourth Joint Meeting in Paris of the Executive Directors of the International Monetary Fund and the Deputies of the Group of Ten. It was revised in the last few weeks by the Deputies to clear up some differences of view remaining after the July ministerial meeting.

'The Ministers and Governors agreed on the text of an Outline of a contingency plan which they would be prepared to support at the forthcoming Annual Meeting of the Governors of the International Monetary Fund in Rio de Janeiro. This Outline will now be considered by the Executive Directors of the Fund. It is expected that the Outline as approved by them will be embodied in a resolution at the forthcoming Annual Meeting of the Governors of the IMF in Rio de Janeiro.

'The Ministers and Governors concentrated their discussions at this meeting on a number of key features of the plan, on which differences had not previously been resolved. In particular, they agreed on the following points: Decisions on the basic period for, timing of and amount and rate of allocation of the new drawing rights should be taken by the Board of Governors of the International Monetary Fund by a majority of 85 per cent, of the total voting power. Members which use their new drawing rights would incur an obligation to reconstitute their position in accordance with principles which will take account of the amount and duration of the use. For drawings made in the first basic period of five years, the principal rule of reconstitution should be that over any period of five years a member's net average use of the new facility should not exceed 70 per cent of its total allocation. Participants should also pay due regard to the desirability of pursuing over time a balanced relationship between their holdings of special drawing rights and other reserves. The reconstitution rules would be reviewed before the end of this first period.

'The Ministers and Governors had an exchange of views on the form and content of the Resolution to be submitted to the Governors of the IMF in Rio de Janeiro. The Ministers also considered ways of bringing rapidly to a conclusion the studies to be made in parallel with a view to making such changes and improvements in the present rules and practices of the IMF as would appear appropriate in the light of experience.

'The Ministers and Governors agreed to meet again at the occasion of the Annual Meeting of the IMF in Rio de Janeiro.'

Consideration of mergers by the Board of Trade

IN CARRYING out their responsibilities under the Monopolies and Mergers Act 1965, the Board of Trade, announce that on the information at present before them it is not their intention to refer the following five proposed mergers to the Monopolies Commission under the provisions of that Act:

1. Raleigh Industries Ltd., and Moulton Bicycles Ltd.
2. Tom Smith and Co. Ltd., and Mason and Church Ltd.
3. British Ropes Ltd., and Webster and Co. Ltd.
4. Chubb & Son, Ltd., and The Pyrene Co., Ltd.
5. Courtaulds Ltd., and Bell, Nicolson and Richard Lunt Ltd.

Board of Trade Advisory Committee appointment

MR. STANLEY DOUGLAS has been appointed to be a member of the Board of Trade Advisory Committee to fill the vacancy caused by the death of Sir Lionel Poole (see *Board of Trade Journal* of April 14, page 918).

Application for an anti-dumping duty on silicon slices

THE BOARD OF TRADE give notice that they are considering an application for the imposition under the Customs Duties (Dumping and Subsidies) Act, 1957, of an anti-dumping duty on imports from Belgium of

> 'silicon slices of circular or nearly circular shape containing not less than 99.99 per cent by weight of silicon, and having a diameter of not less than 1.283 inches and not more than 1.287 inches and a thickness of not less than 0.0095 inches and not more than 0.0115 inches.'

This application may be extended to include imports of such products from other countries at prices which appear to be dumped.

A statement of the applicants' case will be made available to interested parties who give an undertaking to treat the information contained in the statement in strict confidence.

Any representations which interested parties may wish to make in connection with this application should be submitted in writing not later than September 15, 1967. Such representations in summarized form and without attribution to the source may be passed to the applicants for comment. Those making the representations should stipulate any particular points which they do not wish to be disclosed.

Requests for the statement, together with an undertaking in the terms set out above, should be addressed in writing to the Tariff Division, Board of Trade, Room 555, 1 Victoria Street, London, S.W.1.

PHOTOGRAPHS FOR THE JOURNAL

The Editor will be glad to consider prints of industrial photographs suitable for publication in the Board of Trade Journal.
Black and white prints. *These should be 'action' photographs showing UK goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination. Photographs of UK businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.*
Colour photographs: *Four-colour illustrations with an export angle and for which blocks are available will be considered for use as coloured cover illustrations.*

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by September 15, 1967.

Tariff heading	Proposed definitions for tariff purposes	Asked for as	Exemption required until	Reference
29.14	*iso*Butyl hexanoate	isoButyl *n*-hexanoate	December 31, 1967	13070
29.39	Corticotrophin	As in previous column	December 31, 1967	13025
29.45	Sodium ethoxide	Sodium ethylate powder	December 31, 1967	13072

Applications for re-imposition of import duty

THE BOARD OF TRADE, Tariff Division, have received applications for the re-imposition of import duty, as from December 30, on the following items which are at present temporarily exempt from import duty.

Tariff heading	Description	Reference
29.35	Methimazole	6629
29.19	Tri-(2-butoxyethyl) phosphate	171
	Tri-(2-ethylhexyl) phosphate	2952
29.17	2-Ethylhexyl sodium sulphate	6846
29.24	*N*-2-Choroethyltrimethylammonium chloride	6794

The Import Duty Drawbacks (No. 8) Order, 1967

THE TREASURY has made the Import Duty Drawbacks (No. 8) Order, 1967.

This Order:

(i) provides for the allowance of drawback of import duty on certain exported laminated plastic sheets manufactured from imported wooden veneers;

(ii) in respect of exported orange marmalade manufactured from imported oranges,

(a) removes for purpose of entitlement to drawback the limitation as to the minimum fruit content of the marmalade, and

(b) revokes the existing fixed rate of drawback and provides for drawback to be related to the duty paid on the oranges actually used in the manufacture of the exported goods;

(iii) revokes the existing fixed rate of drawback in respect of exported bitter oranges prepared for use in the manufacture of marmalade and provides for drawback to be related to the duty paid on the imported oranges actually used in the manufacture of the exported goods; and

(iv) revokes the provision for the allowance of drawback of import duty on sewing machine woodwork manufactured from imported wood.

The Order comes into operation on September 7, 1967, and has been published as Statutory Instruments 1967 No. 1255.

Copies are obtainable direct from HMSO.

Inquiries to Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2513).

The Import Duties (Temporary Exemptions) (No. 7) Order, 1967

THE TREASURY has made the Import Duties (Temporary Exemptions) (No. 7) Order, 1967.

This Order provides that the goods listed in Schedule 1, mainly chemicals and certain other goods, shall be temporarily exempt from import duty, and those listed in Schedule 2, including chemicals and certain other goods, shall continue to be temporarily exempt from import duty until December 30, 1967, or such other date as may be specified in the Order.

The Order comes into operation on September 7, 1967, and has been published as Statutory Instruments, 1967 No. 1254.

Copies of the Order are obtainable direct from HMSO.

Inquiries to Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222, 7877, Ext. 2519).

Movement of TIR traffic within the United Kingdom

HM CUSTOMS AND EXCISE announce that with effect from September 1, 1967, TIR carnets will be accepted for the removal of unexamined goods covered by such carnets between ports of importation and

(i) inland clearance depots; and

(ii) wharves and Customs airports approved for the examination of goods imported elsewhere in containers

without additional documentation or bond. This change in procedure is the result of an agreement reached with the Road Haulage Association and Traders' Road Transport Association, who have given guarantees to cover the duties and taxes involved. These guarantees do not, however, cover consignments wholly or partly of spirits and tobacco, and such consignments will continue to be dealt with under existing procedures.

TIR carnets will also be accepted as cover, in place of bonds, for:

(a) imported wines removed for warehousing at certain designated warehouses where the import account may be taken;

(b) imported goods of a dangerous or delicate nature which are especially authorized to be examined at importer's premises;

(c) goods other than spirits or tobacco removed from inland clearance depots to the port of exportation;

(d) wines removed from bonded warehouse for exportation.

Normal Customs entry will be necessary, and in the cases referred at at (a) to (d) above entries must be delivered to the Collector's Office and/or to the officer at the dock, inland clearance depot or warehouse as appropriate in the normal way before removal of the vehicle or container can be authorized.

Further information may be obtained from HM Customs and Excise, King's Beam House, Mark Lane, London, E.C.3 (Tel. Mansion House 1515, Ext. 2204/2284).

Notes:

1. TIR carnets are issued under the provisions of the Customs Convention on the International Transport of Goods by Road. They allow road vehicles, trailers or containers carried on road vehicles to pass to the final point of Customs clearance without detailed formalities or payment or deposit of duties at intermediate Customs points.

2. Vehicles and containers to which the revised procedure applies may be imported or exported at any port or wharf approved for the examination of goods of the kind carried. It is expected that

(*Continued on next page*)

the ports principally concerned will be those at which roll-on/roll-off services operate to the Continent, namely:

Boston	Immingham
Dover	King's Lynn
Felixstowe	Newcastle-upon-Tyne
Grimsby	Newhaven
Harwich	Southampton
Hull	Tilbury

3. The conditions governing the establishment of inland clearance depots were agreed between trade and other organizations and Government Departments concerned in August 1965.

Inland clearance depots are in operation at:

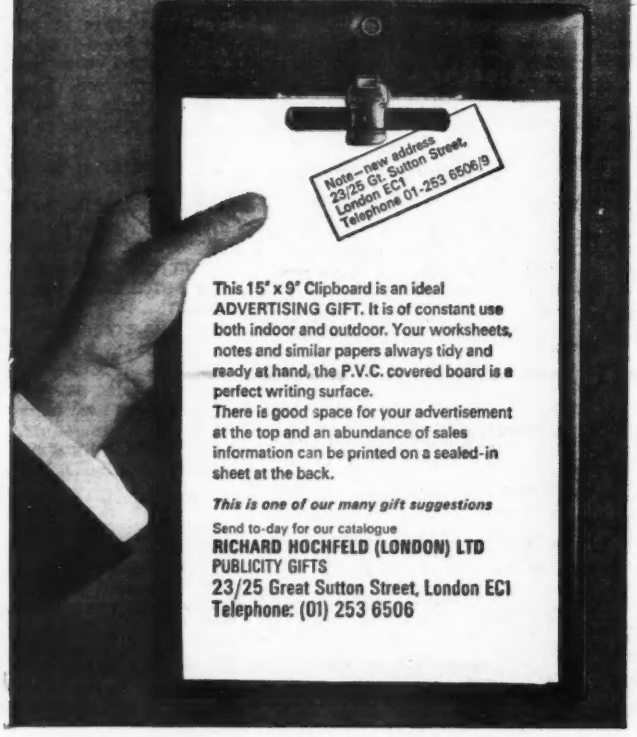
New Botany Shed, Water Street, Manchester; and
London International Freight Terminal, Temple Mill Lane, Stratford, London, E.15.

Approval in principle has been given to the establishment of other depots at Birmingham (Perry Barr), Manchester (Barton Dock Road), Leeds (Stourton), London East (Orsett), Nottingham (Bullwell) and Hull (Wincolmlee). These depots are in various stages of planning and construction.

Applications for Delivery Verification Certificates

HM CUSTOMS AND EXCISE announce that when an overseas supplier, in order to satisfy his Government that certain goods have been imported into this country and brought under the United Kingdom import control, requires a Delivery Verification Certificate, Form C.598 should be completed in type and lodged in triplicate with the collector at the port or place of importation. After official authentication the top copy will be returned to the applicant as the Delivery Vertification Certificate.

The forms should, whenever possible, be attached to the entry documents when they are lodged with the Customs; this helps the Customs to issue the certificate with the minimum of delay.


Note–new address
23/25 Gt. Sutton Street,
London EC1
Telephone 01-253 6506/9
This 15" x 9" Clipboard is an ideal ADVERTISING GIFT. It is of constant use both indoor and outdoor. Your worksheets, notes and similar papers always tidy and ready at hand, the P.V.C. covered board is a perfect writing surface.
There is good space for your advertisement at the top and an abundance of sales information can be printed on a sealed-in sheet at the back.
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RICHARD HOCHFELD (LONDON) LTD
PUBLICITY GIFTS
23/25 Great Sutton Street, London EC1
Telephone: (01) 253 6506

Attention is drawn to the Note at the top of Form C.598 and to the following:

1. Where a DVC will be required for only part of the goods imported to a Customs entry, difficulty may be experienced in identifying the particular items which should be entered on Form C.598. In such cases the supplier should be asked to adopt a system of marking the items on his invoice for which he requires delivery verification.
2. Import Certificates are normally in force for goods for which Delivery Verification Certificates are required, and are issued by the Board of Trade with a duplicate which indicates that it should be produced to HM Customs and Excise if and when a Delivery Verification Certificate is applied for. Applications for Delivery Verification Certificates should accordingly be accompanied by the duplicate copy of the relative Import Certificate. If the Import Certificate covers more than one importation and the duplicate has already been submitted with an earlier application, this should be stated on the triplicate copy of Form C.598.

Supplies of Form C.598 can be obtained from any collector of Customs and Excise.

From October 1, 1967, applications for Delivery Verification Certificates will not be accepted unless they are on Form C.598.

New chairman of Cotton and Allied Textiles Industries Training Board

MR. RAY GUNTER, Minister of Labour, is to appoint Mr. J. M. H. Grey, chairman and managing director, John Grey Limited, as chairman of the Cotton and Allied Textiles Industry Training Board in succession to Sir Frank Rostron, who is giving up the appointment at his own request. Mr. Grey, who is also chairman of the United Kingdom Textile Manufacturers' Association, will take up his new duties in mid-September.

Engineering Materials and Design Conference for Olympia

RELIABILITY, maintainability, the forming of ferrous metals, plastics, mechanical power systems, bio-medical engineering, and computers as design tools, are some of the important subjects to be discussed at the Engineering Materials and Design Conference to be held at Olympia from September 11-15 concurrently with the Engineering Materials and Design Exhibition.

The title of the conference is 'Design with Confidence', and this will be reflected in 18 separate papers covering the latest and most important developments in modern design technique, particular stress being given to the relationship between confidence in design and the use of the right materials, and the correct selection of components and specification of techniques.

The conference is sponsored by the journal *Engineering Materials and Design* and organized by Industrial and Trade Fairs Limited.

Further information and registration details are available from The Secretary, Engineering Materials and Design Conference, Industrial and Trade Fairs Ltd., Commonwealth House, New Oxford Street, London, W.C.1.

New Ulster office address

FROM SEPTEMBER 4 the new address of the Ulster Office in London will be 11 Berkeley Street, W.1 (Tel. 01-493 0601).

Industrial design bursaries, 1967

INDUSTRIAL DESIGN bursaries, to a total value of £9,250, are being offered for award by the Royal Society of Arts in the 1967 Industrial Design Bursaries competition.

LETTERS TO THE EDITOR

A visit to Papua and New Guinea

Dear Sir,

We have read with interest the above article appearing on page 387 in the edition of the *Board of Trade Journal* dated August 18.

However, we feel we must correct with you the statement made in the first paragraph of your article that the monthly shipping service given by Bank Line from Britain is supplemented 'by Dutch vessels from Channel ports'.

The Dutch service to which reference is made is undoubtedly that operated by our principals – Nedlloyd Lines, for whom we are London Loading Brokers. It is, of course, a fact that Nedlloyd vessels sail from Continental ports, nevertheless, up to the time of the closure of the Suez Canal, regular sailings direct from Tilbury Docks have operated every six weeks, though this regularity has been temporarily disrupted.

It may be of interest that our principals were the inaugurators, in 1960, of the first regular direct service from the United Kingdom to Papua and New Guinea with their 'Neder Eems', 12,602 tons deadweight, which sailed in February that year, and it was not until some time later that Bank Line introduced their service.

A. L. EDWARDS, Assistant Director,
KELLER, BRYANT & CO. LIMITED,
22 Billiter Street, London, E.C.3.

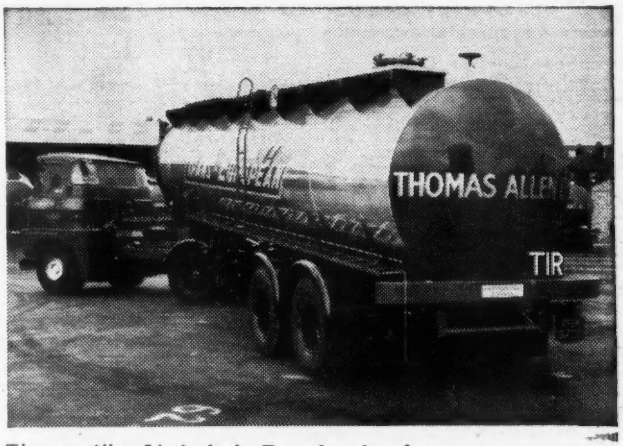
Help from Export Services Branch

Dear Sir,

I have not hitherto tried to avail myself of the facilities offered by the Export Services Branch, except in a minor matter connected with a difficult shipment, and although I was aware, through the *Board of Trade Journal* and other publications, of your services to exporters, I confess I had no conception of the degree of care and attention which is devoted to inquiries such as ours.

I am most gratified to know that the information published means what it says and any exporter would be well advised to acquaint himself with the real help which is offered so courteously.

(Signed) *S. S. STEVENSON, Commercial Manager,*
SHORT BROTHERS & HARLAND LTD.



Thomas Allen Limited, the Essex-based tank transport concern, are using this tanker, supplied by W. P. Butterfield (Engineers) Ltd., for the transport of various liquids to the Continent of Europe and to Scandinavia. The tank is one of those supplied in the Butterfield-York range of standard tankers and has a capacity of 5,000 gallons – this particular unit being of single compartment construction. The tanks are manufactured throughout in stainless steel, insulated with 2 in. thick fibreglass oversheeted with aluminium sheets and fitted with steam heating coils. Although this particular tanker is now carrying edible products to Germany, it is in fact suitable for a great variety of commodities. Similar type tanks are being used for the transportation of glycol, edible oils and fats, liquid rubber, detergents and various chemicals. The tractor is a Scammell Handiman Mark 3, and the tank is mounted on York RG5A running gear. The whole unit is plated for 30 tons gross vehicle weight.

Mission to Moscow

ON SEPTEMBER 18, 27 members of the Leicester & County Chamber of Commerce will leave London Airport for Moscow. They are members of the 5th Trade Mission to Moscow organized by the Leicester & County Chamber of Commerce. On this occasion the mission is to be led by the Chamber's president, Mr. R. M. Jefferis, who earlier this year led a Chamber Mission round the world visiting Singapore, Hong Kong, Tokyo, Osaka, Honolulu, Vancouver and Toronto.

This mission is comprised of hosiery and knitwear manufacturers, knitted and woven fabric manufacturers, footwear manufacturers, shoe machinery manufacturers and automotive equipment manufacturers.

The past missions from Leicester have resulted in a very close relationship between Leicester and the USSR Chamber of Commerce, who are once more undertaking the arranging of a programme of interviews with officials of the State Purchasing Organizations.

Conference on trading with Eastern Europe

IN COLLABORATION with the East European Trade Council, the Oversea Service College is organizing a two-day residential conference at Farnham Castle in Surrey from October 2 to 4 to discuss trading with the USSR and other Eastern European countries. Sir Cecil Parrott will be in the chair, and a group of speakers with wide experience of the subject have agreed to take part. The agenda has been designed primarily to inform interested businessmen, who are not already expert in this field, of the particular problems attaching to trade with Eastern Europe – problems which are not encountered in trade elsewhere.

Those interested in reserving places on the conference should write to Mr. J. T. Bush, London Manager, Oversea Service College, 2 Eaton Gate, London, S.W.1 (Tel. 01-730 9611).

Report on Overseas Trade

Prepared by the Statistics Division of the Board of Trade

Summarizes each month the broad pattern of United Kingdom trade, It includes tables of imports, trade in commodity groups with the principal areas of the world, exports and balance of trade by countries, indices of volume changes and import and export prices. "*... essential statistical data on the really important aspects of this country's trade ... in exceedingly convenient form.*"—*The Times*
Monthly **4s.** (*by post* 4s. 5d.). Annual subscription **£2 14s.** including postage

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HMSO

Aviation and Shipping

Night jet movements at Heathrow Airport during summer of 1968

THE President of the Board of Trade has decided that the restriction on night jet flights at Heathrow Airport during the summer months will remain at the same level in 1968 as in 1967.

The traffic will thus be restricted again to a total of 3,500 flights during the night hours, 11.30 p.m. to 6.0 a.m., between April 1 and October 31, 1968.

This will be the fourth year in which the limit has been set at 3,500 movements, nothwithstanding the overall growth in traffic and the increased use of jet aircraft. It imposes a severe restriction upon the airlines.

The Government is most concerned about the disturbance caused by aircraft using Heathrow and is doing all it can to keep this disturbance to a minimum. The problem is to maintain a balance between the needs of an efficient civil air transport industry on the one hand – with the benefits that this brings to the economy of the country as a whole – and the interests of the communities affected by the noise on the other. What they are seeking to achieve is to secure that the aircraft themselves are made as quiet as possible, and that they are operated in such a way that they cause the minimum of noise nuisance to people on the ground. The Government is putting a great deal of money and effort into these two lines of approach, and is co-operating with aircraft manufacturers and airlines to the same end. The restriction on the usage of Heathrow by jet aircraft at night during the summer months, when the traffic would otherwise be very heavy, is an element in the pattern of controls.

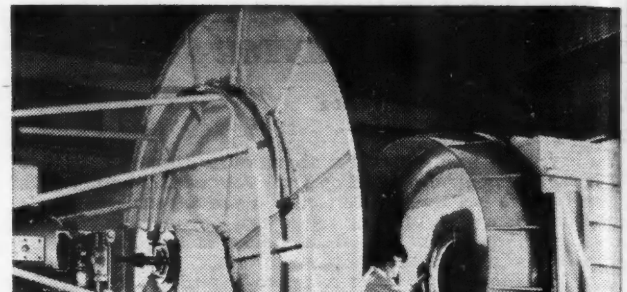
Appointments to the Air Transport Licensing Board

THE PRESIDENT of the Board of Trade, has appointed Sir John Evans, KBE, CB, as full-time deputy chairman of the Air Transport Licensing Board for a period of one year from October 1, 1967 to replace Mr. J. J. Taylor who is relinquishing the post of deputy chairman but will continue to serve on the Board for a further year as a part-time member.

The appointment of Sir Friston How, Kt, CB, as a part-time member of the Board is also being renewed for a further period of one year from October 1, 1967.

Note:

Sir John Evans, who is 63 years of age, was deputy chairman of the Board of Inland Revenue from 1954 to 1965 and has since 1966 acted as a Commissioner for the hearing of Civil Aviation Licensing Appeals.



Hovercraft with lower operating costs are the aim of research using this special rig at the Ministry of Technology's National Engineering Laboratory at East Kilbride, near Glasgow. The rig has been built to investigate the air flow pattern in hovercraft plenum chambers into which the fans operate. This work has as its objective the design of more efficient fans that will be more compact and require less power than those in current use. For the designer this means more usuable passenger carrying space or more room for freight.

BEA's 'Visit Britain' Campaign

ITS LARGEST-EVER 'Visit Britain' campaign is launched this week by BEA on the Continent. It is hoped that the United Kingdom will earn around £100 million in foreign tourist trade over the next five years.

Spearhead of the campaign is a TV colour commercial, costing BEA £500,000, which will be shown on Europe's first commercial colour TV service in West Germany.

Docks decasualization

THE MINISTRY OF LABOUR has announced that the Government has accepted the recommendation of the independent members of the National Modernization Committee for the docks that, in the light of the progress made by the industry in reaching agreement on the elimination of restrictive practices associated with the casual system, the Government should introduce decasualization in mid-September.

Mr. Ray Gunter, Minister of Labour, published the necessary Order on August 22 to bring into effect from Monday, September 18, 1967, the new Dock Labour Scheme, which provides for the allocation of every available registered dock worker to permanent employment as recommended by the 1965 Devlin Report.

Problems of Progress in Industry

A series of booklets whose aim is to present briefly and simply the results of new research into the social, economic and technical problems of industrial progress. Titles include: No. 9 Automation and Skill **6s. 6d.** (*7s.*), No. 10 Woman, Wife and Worker **2s.** (*2s. 3d.*), No. 11 Money for Effort **1s. 9d.** (*2s.*), No. 12 Human Sciences Aid to Industry **2s.** (*2s. 3d.*), No. 13 The Supervisor and His Job **3s.** (*3s. 5d.*), No. 14 Teaching Machines and Their Use in Industry **3s.** (*3s. 5d.*), No. 15 Training the Adult Worker **3s. 6d.** (*3s. 11d.*), No. 16 How Research Can Help Training **1s. 6d.** (*1s. 9d.*), No. 17 Subjective Standards in Industrial Inspection **2s. 3d.** (*2s. 6d.*)

Prices in brackets include postage.

Government publications can be purchased from the Government Bookshop in London (post orders to PO Box 569, S.E.1), Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through any bookseller.

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New Books

TWO VALUABLE reports of export missions abroad, reflecting the continuous activities of British businessmen in the field have recently been issued. In **Mission to Scandinavia**: Finland, Sweden, Norway and Denmark. Report of a Delegation from Leicester and County Chamber of Commerce, February 26-March 10, 1967. (16 pages. The Chamber, 3 Granby Street, Leicester. 5s., post free) appears an account of the Chamber's second delegation to the Scandinavian area and the fourteenth in their useful series covering countries throughout the world. The first mission to Norway, Sweden and Finland took place in May 1966; and the current report covers visits to Helsinki, Oslo, Stockholm and Copenhagen and describes some of the progress made since the previous mission. Brief notes on the current commercial situation in each country are given and individual reports from the companies represented on the delegation cover the electrical equipment, electric and gas catering equipment, woodworking machinery and machine tools, knitted outwear, hosiery, jersey fashionwear, lingerie and fabrics industries. The Birmingham mission to Yugoslavia is described in **Yugoslavia: A Report** of a Mission to Zagreb and Ljubljana from May 13-19, 1967, sponsored by the European Section of Birmingham Chamber of Commerce and Industry with the support of the Anglo-Yugoslav Trade Council and the British National Export Council. (14 pages. The Chamber, 75 Harborne Road, Edgbaston, Birmingham 15. 5s., post free.) This successful mission was helped considerably by the close civic ties between Birmingham and Zagreb, capital city of Croatia and Yugoslavia's major engineering centre. The report notes in detail the radical industrial and commercial changes that have taken place in Yugoslavia since the economic reforms of 1965. Within the concept of a socialist market economy, Yugoslav manufacturing and commercial enterprises are now substantially free to make their own day-to-day investment and buying decisions. Their ability to work at a profit is the major factor deciding whether or not they can secure scarce operating and investment capital from the banks. This increased independence, self-management through elected Workers' Councils, and the ability to use for themselves a substantial part of the convertible currency they earn, mean that Yugoslavia requires a radical Western-pattern marketing approach. Legislation this year has also broadened the range of manufacturing and commercial enterprises allowed to take on agencies for foreign companies. Inquiries totalling some £250,000 were received by the manufacturing and trading members of the mission and there may be long-term business prospects at a similar annual rate. Early sales of plastics machinery and materials, handling and plating equipment, motor components and some consumer goods are anticipated. Members also discussed with Yugoslav enterprises plans for co-operation in production of goods from heavy engineering products to furniture; and a lot of progress was made in negotiating substantial continuing business in the 'invisibles' field through the exchange of international services between Britain and Yugoslavia.

Accountability in Government Departments, Public Corporations and Public Companies, edited by R. W. Ennis. (170 pages. Lyon. Grant and Green, 27s. 6d.) The accountability for their actions of large, impersonal organizations both in the public and private sectors raises issues of substantial importance to a democratic society; and is a matter currently of great concern, in a number of directions, in this country. The purpose of this study is to provide in a concise and convenient form the background of purely factual information necessary for an informed discussion of these issues. It appears under the auspices of the Administrative Staff College, where such studies have always been given a prominent place; and was, in fact, prepared by a former member of the College staff. Following a brief historical introduction, the main part of the book is in three parts; dealing respectively with government departments, public corporations and public companies. The section on government departments traces the manner in which each minister is held responsible to parliament for the work and actions of his department, both through the financial procedure of government (estimates, debates on supply, the Estimates Committee, appropriation accounts and their examination by the Comptroller and Auditor-General and the Public Accounts Committee), and through such methods as parliamentary questions, complaints to the Parliamentary Commissioner for Administration, motions, and debates on statutory instruments. The accountability of public corporations to the appropriate minister is laid down in the various statutes by which they are constituted; and the minister's control will be exercised through his right to appoint and dismiss board members, to require his specific authorization for certain activities and to issue directions, to control financial policy, to require reports and accounts, or to require the implementation of recommendations of advisory committees and councils. The provisions in respect of these matters of the various statutes setting up public corporations are clearly summarized. The powers of Parliament to exercise control are also set out, including an account of the establishment of the Select Committee on Nationalized Industries and of its work. The accountability of the directors of a public companiy, both to the company's shareholders and to the public at large, are largely regulated by the provisions of the Companies Acts. These are partly a matter of the way in which a company's internal affairs are to be conducted, and partly of the way in which the Board of Trade is empowered and required to control, approve, receive periodical returns and, if necessary, to investigate. To make the main part of the text more readable, some of the factual matter has been relegated to a series of appendixes; and there is a short bibliography for further reading.

Location of Industry and International Competitiveness, by Seev Hirsch. (143 pages. Oxford University Press, 35s.) The author, an Israeli economist, thinks that a systematic analysis of the relationship between the inputs, technology, structure and market activities that characterize different industries might suggest a small range of projects that a country might undertake with a reasonable probability of success, given its stage of economic development and its human and natural resources. A successful industry based on the findings of such analysis would produce goods either for export or to replace imports: in this connection international competitiveness is the criterion of success. 'Location of industry' means, therefore, location in a particular kind of country rather than in a region of a country, though some points will remain valid in the narrower context. The author explains that a particular industry may not remain competitive as circumstances change: underdeveloped countries are likely to find mature industries of greater advantage, but the level of development will not necessarily remain constant. On the other hand highly industrialized countries find growth products more advantageous; and small developed countries prefer new products with sophisticated engineering and scientific content. The author's theory of the product-cycle explains in greater detail how the natural tendency to decline after initial growth in new industries occurs and how it may be compensated for.

Technology and Change: the new Heraclitus, by Donald A. Schon. (248 pages. Pergamon Press, 60s.) This book addresses itself first to the process of invention, then to technical innovation in industrial corporations, to patterns of technological change in industry, and finally to the consequences of technological change for social objectives and norms. The volume is principally about American industry, but it could have focused on other social systems, such as medicine or agriculture, whose patterns of innovation have much in common with those of industry. The author has been engaged in specific product development projects with an industrial research firm, with the efforts of industrial firms to engage more effectively in technological innovation, and with studies of technological change in Government and industry. In his capacity as director of the Institute for Applied Technology in the United States National Bureau of Standards, his aim was to encourage the introduction of new technology into government and civilian industry and to provide a basis for American policy favourable to technological innovation.

How to Find Out About Patents, by Frank Newby. (177 pages. Pergamon Press, hard cover 30s., flexi-cover 21s.) This monograph is primarily intended for those persons concerned with the use of patent literature as part of their duties as industrial patents and information officers. It should also be of interest to all who are concerned with industrial invention. It is not the author's intention to provide a treatise on patent law and references to the law are only incidental to his main purpose, which is to help those concerned with patent literature to make the most effective use of it. Thus the volume is a guide to the literature and other sources of information concerning patents. It covers the publications of the British and many foreign patent offices, the literature available in London and in various provincial libraries and describes the methods of making a patent search.

Changing to the Metric System: Conversion Factors, Symbols and Definitions, by Pamela Anderton and P. H. Bigg. National Physical Laboratory. Second edition. (48 pages. 4s. 6d., by post 4s. 11d. from HMSO and Government bookshops.) The first edition, noticed in the *Board of Trade Journal* for January 28, 1966, p117, was intended to help those concerned in industry or education with 'going metric' by providing up-to-date information on the International System of Units (SI) and conversions to it. Since that date the International Organization for Standardization (ISO) has held a meeting to discuss the application of SI units and their multiples and sub-multiples. In the second edition of this booklet some sections have been revised to take account of the results of the ISO meeting and some additional information has been included.

Preparing for Natural Gas. A Progress Report to Industry. (17 pages. Available free from The Gas Council, 4-5 Grosvenor Place, London, S.W.1.) This booklet details the different properties of town gas and natural gas and the changes these differences necessitate in town gas burners and controls. How conversion to natural gas of industrial premises is carried out is described and the importance of doing as much pre-conversion work as possible on existing equipment is stressed.

By order of the Receiver H. Evans Esq., F.C.A.,

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DODDINGTON, NR. MAIDSTONE, KENT

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OFFICE FURNITURE, STORAGE RACKING, DEXION RACKING, METAL BINNING, DRAWING BOARDS, AVERY 10-CWT. SCALES, TORCHES, STIRLING SALOON CAR, HAND TOOLS, ETC.

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Mr. Barry G. Syrett (left), general manager of the English Industrial Estates Corporation, with Mr. John Shield, chairman and managing director, Shield Brothers Ltd., the Tyneside building and civil engineering contractors, after accepting a new 26,000 square foot advance factory from his company at Ashington, Northumberland, on behalf of the Board of Trade. The new advance factory, which was completed two months ahead of schedule, is the second such structure to have been completed on Ashington Industrial Estate in a period of seven months. The earlier factory measures 10,000 square feet and has since been taken over by A. Reyolle & Co. Ltd.

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TWA AIR CARGO

Government surplus sales by auction

MINISTRY OF DEFENCE

1967	Stores	Location	Auctioneers
Sep. 6, 7 & 8	**Vehicles, miscellaneous equipment and stores**	**Ordnance Disposal Depot, Bowhouse, Hurlford, by Kilmarnock, Ayrshire.**	**Dixon & Wallace (Dept. L), Bank Buildings, Graham Square, Glasgow, E.1. (Tel. Bridgeton 2447).**

Approximately 600 vehicles including Austin 'Champs'; Land Rovers; saloon and estate cars; Morris Mini Minors and 1000 saloons; Ford Anglias, Zephyrs; Consuls; Hillman Husky Estates; Standard Ensigns; Vanguard Estates; Jaguar 3.4 Mk. II saloons; Vauxhall Velox saloons; AEC Matador tractors; Albion 20-ton tractors, fitted winches; Scammell 20-ton recovery tractors; dropside personnel carriers; Bedford trucks 7-ton; Fordson and Commer 5-ton trucks, signals vans; office vans; Morris commercial trucks; Bedford Utilecons; ambulances; BSA and Matchless motor cycles; Leyland and Sulzer heavy fire pumps; MT spares; clothing and textiles; old cotton and woollen rags; various tradesmen's tools; kitchenware and a large assortment of other miscellaneous stores and equipment.

Sept. 12, 13 & 14	**Vehicles, miscellaneous equipment and stores**	**Ordnance Storage and Disposal Depot, Branston, Nr. Burton-on-Trent, Staffs.**	**Arnold & Son (Dept. L), Mofwena House, 13 Market Place, Burton-on-Trent, Staffs. (Tel. 4657).**

Austin 'Champs'; Land Rovers; Morris 1-ton commercial trucks; Bedford and Commer 5-ton trucks; Thames trucks; 2-wheel 10-cwt. trailers; 4-wheel 2-ton drop-side trailers; Scammell breakdown trucks; AEC refeullers (diesel) 2,500 gallons; vehicles spares; machine tools, including pedestal, pillar and bench drills; tool grinders; centre and capstan lathes; vertical, horizontal and thread millers; presses; pedestal tapping machines; woodworking tool grinders, etc., ball and roller races; fire fighting equipment and spares; electrical, wireless and radar equipment; miscellaneous aircraft spares; textiles; large assortment of vehicle tyres and inner tubes of various sizes; kitchenware and other miscellaneous stores.

Sept. 21	**Miscellaneous equipment and stores, including:**	**Command Ordnance Sub-Depot, Reed Hall, Colchester.**	**Fenn, Wright & Co. (Dept. L), 146 High Street, Colchester. (Tel. 73171).**

Coventry Climax fork lift truck; ½-ton mobile generating and welding sets; ½-ton mobile electrical and machine repair shops; compressors; generators; sharpening and gulleting machines; oxy-acetylene welding sets; hand tools; binoculars; electrical test equipment; fire fighting equipment; hydraulic and screw jacks (2½ and 4 and 10-ton); machine tools; motor vehicle spares; solid fuel cookers; photographic equipment; 35 ft. extending ladders; furniture; clothing and textiles, including greatcoats, B.D. trousers and blouses, khaki drill, web packs and haversacks, blankets, 9-ton mixed rags, etc., and large quantities of other miscellaneous items.

Catalogues of the above sales may be obtained from the relevant auctioneers 14 days prior to the date of sale, price 1s. 0d. (postal orders only).

SALE BY TENDER

MACHINE TOOLS

Herbert No. 3A Auto Lathes; Craven 60 in. CH by 20 ft. BC Centre Lathe; Fielding & Platt 150/270-ton Hydraulic Press. Located at Patricroft, Lancashire; Chatham, Kent and Tipton, Staffordshire. Permission to view on presentation of Tender Form, obtainable only from Ministry of Defence, Directorate of Army Sales (Sales 4 bi ii (A)), First Avenue House, High Holborn, London, W.C.1.

SALE OF GOVERNMENT SURPLUS STORES IN ADEN

Government surplus vehicles and general stores are available for disposal from Ministry of Defence Establishments in Aden.

Sales are normally by tender, but, in suitable cases, sales by private treaty will be considered. Collection and shipping arrangements will be the responsibility of the purchasers. Firms wishing further information should write to the Senior Equipment Staff Officer, AFME British Forces Post Office 69, stating the type of stores, etc., in which they are interested.

MINISTRY OF PUBLIC BUILDING AND WORKS

1967	Description of Goods	Location	Auctioneers
Sept. 5	Office and miscellaneous furniture, engineering and electrical equipment, domestic canteen and other equipment, etc.	Ministry of Public Building and Works, Supplies Division Stores, India Pavilion, Exhibition Grounds, Wembley, Middlesex.	Clifford and Clifford Ltd., 28 Ealing Road, Wembley, Middlesex. (Tel. Wembley 3212/3/4.)

Catalogues: Direct from auctioneer. price 6d. View days: Day preceding and morning of sale.

Government Publications

required by customers in London may be obtained quickly from

Her Majesty's Stationery Office, 49 High Holborn, WC1, or 423 Oxford Street, W1

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £m.	20,091	—	16,073	15,365	15,365	9,140	3,485	922	688	587	1,212				
1961	113	114	122	116	111	100	130	130	138	139	122	+326	+224	+36	+29
1962	114	115	127	123	114	100	129	119	134	143	125	+ 77	+ 22	+22	+14
1963	118	119	135	130	119	103	131	104	144	146	131	+216	+113	+29	+55
1964	125	128	145	139	123	106	154	118	170	185	150	+579	+354	+72	+47
1965	128	132	155	148	126	108	159	130	166	190	156	+340	+217	+19	+43
1966	130	133	162	156	128	109	161	131	162	184	167	+199	+112	+ 3	+ 6
1965 4th quarter	129	133	158	151	126	109	161	131	168	189	158	+ 80	+ 35	+13	+14
1966 1st quarter	131	134	166	155	130	110	160	135	165	181	159	+ 73	+ 53	N/C	+19
2nd quarter	129	134	161	157	129	110	160	127	166	184	166	+ 58	— 11	—15	+26
3rd quarter	130	134	159	156	126	109	163	132	163	183	174	+ 91	+ 84	+20	—15
4th quarter	131	132	161	157	126	109	160	130	154	188	168	— 18	— 13	— 1	—24
1967 1st quarter	133	132	167	161	129	109	164	128	163	189	178	+ 39	+ 3	— 8	+14
2nd quarter		132*				109									+14
1967 January		132				109									
February		132				109									
March		133				110									
April		132*				109									
May		131*				108									
June		132*				110									

	ORDERS		PRICES AND COSTS				LABOUR						
	Engineering industries: orders on hand	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry:		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	IM-PORTS	EX-PORTS	BALANCE OF PAYMENTS: current balance
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average		Quarter or quarterly average	at current prices		
	at 1958 prices												
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	Series shown in thousands			1958	1958	series shown in £ million
Value in base year, £m.	..	..	—		—	—	—				3,834	3,250	
1961	122	104	114·5	+3·4	104·4	119·1	130·3	305	213	24,072	119	117	— 5
1962	117	100	119·3	+4·2	103·0	120·6	136·3	422	149	24,208	121	120	+101
1963	136	117	121·7	+2·0	104·5	121·4	141·3	500	144	24,267	130	130	+107
1964	162	124	125·7	+3·3	108·6	124·7	148·5	361	221	24,606	148	136	—395
1965	165	121	131·8	+4·9	110·6	129·5	157·9	309	265	24,837	150	145	—118
1966	153	104	136·9	+3·9	114·5	133·0	168·4	325	255	24,876	158	155	— 59
1965 4th quarter	165	121	133·5	+4·6	111·5	130·5	161·9	305	269	24,967	153	151	— 2
1966 1st quarter	164	122	134·4	+4·3	113·7	131·4	165·9	279	279	24,919	159	153	— 45
2nd quarter	161	127	137·0	+3·8	116·8	133·1	168·1	282	282	24,930	155	146	—105
3rd quarter	159	109	137·5	+3·7	114·6	133·8	169·8	322	253	24,953	161	157	— 51
4th quarter	153	104	138·6	+3·8	113·0	133·5	169·8	417	206	24,702	147	164	+142
1967 1st quarter	148	104*	139·3	+3·6	112·0	133·6	171·4	458	188		164	166	+ 41
2nd quarter	148*	108*	140·5	+2·6	110·0*	133·6*	172·8	508	168		167	160	
1967 January	152	106*	139·2	+3·6	112·5	133·6	170·9	454	191		172	174	
February	150	106*	139·4	+3·7	112·3	133·6	171·3	454	188		163	167	
March	148	104*	139·4	+3·5	111·2	133·6	171·9	467	184		157	156	
April	148*	106*	140·4	+3·0	109·9	133·6	172·1	495	174		174	163	
May	148*	109*	140·3	+2·3	110·0	133·6	173·1	505	168		166	162	
June	148*	108*	140·9	+2·4	109·6*	133·5*	173·2	524	162		164	154	
July			140·1	+2·3	109·4*	134·2*	176·3	543	155		157*	163*	
August								555*	155*				

*Provisional. †Not seasonally adjusted.

Trends in private pension funds' investment

NET INVESTMENT by private pension funds in the second quarter of 1967 is estimated at £71 million, considerably higher than the level in the previous quarter (£48 million), though not very different from the average level during the previous 12 months. There is considerable quarter to quarter variation in this series of estimates, arising from the timing of dividend, etc., payments and of transfers by companies to their pension funds.

In contrast to the pattern previously shown, private pension funds were net sellers of British government securities in the second quarter, with net disinvestment of over £19 million compared with net investment of nearly £50 million during the previous six months. Substantial sales of long-dated securities were only partially compensated for by purchases of short-dated government securities. Net investment in local authority securities (mainly long-dated) of £8 million brought the combined net disinvestment in public sector securities to some £11 million.

Investment in company securities was slightly higher than in the previous quarter, though new issues of company securities were at a lower level during this period. While investment in company debentures was unchanged (£16 million), investment in ordinary shares rose from about £21½ million in the first quarter to about £27½ million in the second quarter. Investment in mortgages and loans rose slightly, while investment in land, property and ground rents (virtually all that shown against 'other investments') fell slightly, during the quarter.

With the substantial disinvestment in public sector securities, the total of investment in securities, at £39 million, was considerably lower than in the previous quarter. Private pension funds evidently preferred to become relatively liquid at a time when longer-term interest rates were rising quite sharply, and net holdings of cash and other short-term assets rose by nearly £32 million (the largest quarterly change since these statistics began in 1963), in contrast with the substantial run-down of cash and other short-term assets (£24 million) in the previous quarter. Holdings of cash rose by nearly £17 million, and of local authority bills and temporary money by over £18 million.

Notes:

The statistics relate to self-administered pension and superannuation funds of companies and non-profit-making bodies. Transactions of funds of co-operative societies (which in the main invest with their parent society), funds which operate through insurance companies, and funds of local authorities, public corporations and central government are not included.

Totals in the table in this article are not always equal to the sum of their components because of rounding; similarly, the figures of net investment are not always equal to the difference between the rounded figures of the value of assets acquired and assets realized. The coverage of the inquiry was revised at the beginning of 1967. For a further description of these statistics see *Board of Trade Journal*, July 7, 1967.

Net investment in assets by private pension funds (1)

£ million

ASSETS	NET INVESTMENT								TRANSACTIONS 2nd quarter, 1967 (2)		
	Year 1964	Year 1965	1966 1st quarter	1966 2nd quarter	1966 3rd quarter	1966 4th quarter	Year 1966	1967 1st quarter (2)	Assets Acquired	Assets Realized	Net Investment
Public sector securities:											
British government and government guaranteed securities:											
Period to maturity:											
Up to 5 years	— 1·7	+ 11·7	+ 5·3	— 7·3	— 5·1	— 2·1	— 9·2	+ 5·4	42·6	32·3	+ 10·3
Over 5 and up to 10 years	— 5·9	+ 13·9	— 6·9	— 7·2	— 11·9	— 14·0	— 40·0	— 5·0	31·6	17·2	+ 14·4
Over 10 and up to 15 years	— 2·6	+ 31·1	— 10·7	— 1·4	— 3·2	— 19·1	— 34·4	— 26·1	9·5	14·2	— 4·7
Over 15 years	+ 10·0	— 4·8	+ 12·6	+ 15·7	+ 15·2	+ 61·9	+105·4	+ 46·9	66·2	101·5	— 35·3
Undated	— 0·4	+ 1·5	— 0·5	+ 3·6	+ 5·5	— 1·9	+ 6·7	+ 1·3	1·3	5·4	— 4·1
United Kingdom local authority securities:											
Quoted:											
Period to maturity:											
Up to 10 years	— 0·5	+ 3·5	—	+ 3·0	— 2·2	— 2·9	— 2·1	— 3·0	2·7	4·9	— 2·2
Over 10 and up to 15 years	— 0·2	+ 4·0	+ 3·8	+ 1·9	— 1·4	— 0·1	+ 4·3	+ 1·5	6·0	2·7	+ 3·3
Over 15 years and undated	+ 1·2	+ 11·4	+ 0·4	— 0·9	— 0·5	+ 1·1	+ 0·2	+ 6·0	9·7	3·4	+ 6·3
Unquoted	+ 3·5	+ 1·1	+ 0·5	— 1·8	— 0·5	— 0·1	— 1·9	— 1·2	2·8	2·1	+ 0·7
Total of public sector securites	+ 3·4	+ 73·5	+ 4·3	+ 5·6	— 4·0	+ 22·8	+ 28·8	+ 25·8	172·4	183·8	— 11·4
Other investments:											
Company securities:											
Ordinary shares	+133·3	+101·6	+ 40·4	+ 34·6	+ 29·4	+ 20·1	+124·4	+ 21·6	58·9	31·4	+ 27·5
Preference shares	+ 1·6	— 7·0	+ 0·3	— 1·6	— 0·2	— 1·4	— 3·0	— 0·4	1·1	2·2	— 1·1
Debentures, etc.	+ 41·3	+ 94·0	+ 34·4	+ 19·7	+ 23·7	+ 28·8	+106·6	+ 16·1	25·1	9·0	+ 16·1
Mortgages and loans	+ 1·8	+ 5·1	+ 2·5	+ 0·9	— 0·4	+ 0·3	+ 3·3	— 1·0	3·6	2·1	+ 1·5
Overseas, government, etc., securities	— 4·1	— 3·3	— 0·8	— 1·6	— 0·8	— 1·3	— 4·5	+ 0·8	0·7	1·4	— 0·7
Other investments	+ 15·7	+ 22·8	+ 1·4	+ 10·3	+ 5·7	+ 8·7	+ 26·1	+ 8·9	7·3	0·3	+ 7·0
Total of other investments	+189·5	+213·2	+ 78·3	+ 62·3	+ 57·4	+ 53·3	+253·3	+ 46·1	96·7	46·4	+ 50·3
Total of investments	+129·9	+286·7	+ 82·6	+ 68·0	+ 53·3	+ 78·1	+282·1	+ 71·9	269·1	230·2	+ 38·9
									BALANCES		
									Mar. 31 1967	June 30 1967	
Cash and other short-term assets:											
Cash in hand and with UK banks	+ 1·1	— 0·2	— 3·3	+ 2·5	— 6·3	+ 21·0	+ 13·9	— 17·4	32·9	49·6	+ 16·7
UK local authority bills and temporary money	+ 32·7	— 7·8	— 4·8	+ 3·0	— 3·0	— 2·5	— 7·3	— 3·4	18·3	36·7	+ 18·4
Other short-term assets	+ 4·1	+ 1·0	+ 0·5	— 0·2	+ 5·0	— 2·1	+ 3·2	— 4·1	18·1	18·3	+ 0·2
Short-term liabilities	+ 8·3	— 6·0	— 2·9	+ 5·7	— 1·6	— 1·0	+ 0·2	+ 1·2	12·1	15·7	— 3·6
Total net cash and other short-term assets	+ 46·3	— 12·9	— 10·6	+ 11·0	— 5·9	+ 15·5	+ 10·0	— 23·8	57·2	88·9	+ 31·7
Total net investment	+239·2	+273·8	+ 72·0	+ 79·0	+ 47·4	+ 93·6	+292·1	+ 48·1			+ 70·6

(1) Excluding funds of co-operative societies which are estimated to be increasing by £9 million annually. The figures include estimates for other private self-administered pension funds not contributing to the quarterly inquiries.
(2) On revised basis – see *Board of Trade Journal*, July 7, 1967, page 42.
— = Nil or less than £.05 million.

Industrial countries' trade and production in the first quarter of 1967

INDUSTRIAL COUNTRIES' exports were still expanding in the first quarter of 1967, though not quite as quickly as in the second half of last year. The increase of 2 per cent in the first quarter, after normal seasonal movements have been allowed for, compares with 2½ per cent in each of the previous two quarters. Partial information suggests that there was not much further increase in the second quarter.

The slightly slower rate of increase in industrial countries' total exports in the first quarter reflected a further slackening in the growth of exports to primary producers. These exports had increased by only 1 per cent in the fourth quarter after sharp rises in the middle of last year: in the first quarter of 1967 the increase was ½ per cent. Industrial countries' exports to other industrial countries, on the other hand, rose by 3 per cent in the first quarter after a 2½ per cent increase in the fourth. This flow of trade had risen comparatively slowly in the second and third quarters of last year.

Exports of manufactures by the main manufacturing countries increased by 3 per cent between the fourth quarter of last year and the first quarter of this, equal to the average rate of growth in the second half of last year.

Of the industrial countries shown in Table 2, exports from the United States increased again quite sharply in the first quarter after almost pausing at the end of 1966, but they showed no further increase in the second quarter. Canadian exports continued rising, with a very marked increase in the first quarter. French exports recovered with a 3½ per cent increase after falling back in the second half of last year: they continued rising, though less quickly, in the second quarter. Exports from Italy, which had fallen in the third quarter of last year and recovered in the fourth, rose strongly in the first quarter. On the other hand, the quarter-to-quarter rate of growth of German exports fell to 1½ per cent in the first quarter from 3½ per cent in the fourth quarter and 4½ per cent in the third. It continued to taper off in the second quarter, when it fell to 1 per cent. Japanese exports showed no further increase in the first quarter, and only a slight advance in the second, after an average quarterly increase of 4 per cent in the second half of last year. Exports from the United Kingdom rose by 1½ per cent in the first quarter as a result of fast growth at the turn of the year, but fell by 3½ per cent in the second quarter. The latest figures, for July, bring the average rate of exports this year to 5 per cent more than the average for the full year 1966.

Industrial countries' imports expanded faster in the first quarter of this year, an increase of 2 per cent comparing with only ½ per cent in the fourth quarter of 1966. However, partial information suggests that there was little, if any, increase in the second quarter. A factor in the first quarter increase was the sharp rise in imports into the United Kingdom after the fall in the previous quarter associated with the removal of the temporary import charge at the end of November.

Table 3 shows that imports into the United States, which had been rising rapidly up to the third quarter of last year, recorded little further change in the fourth or first quarters. In the second quarter they fell back. Canadian imports, which rose strongly in the fourth quarter of 1966 after a period of relative flatness, showed a further but smaller increase in the first quarter of 1967. Imports into Japan continued rising strongly, but imports by the EEC countries in total fell in the first quarter after two years of steady expansion. Within this total German imports fell sharply from the level of the second half of last year (which itself was lower than

Table 1: World trade

Quarters or quarterly averages, seasonally adjusted — US $ thousand million

	Exports (f.o.b.) from						Imports (c.i.f.) into		
	Industrial countries (a)				Primary producers	World (a)	Industrial countries	Primary producers	World
	To industrial countries	To primary producers	To world						
			Total	Manufactures (b)					
1960	12·75	7·02	19·76	13·11	8·14	27·90	20·70	9·19	29·88
1961	13·76	7·11	20·87	13·83	8·29	29·16	21·84	9·34	31·18
1962	14·81	7·08	21·89	14·67	8·73	30·62	23·56	9·52	33·09
1963	16·36	7·53	23·89	15·91	9·53	33·42	25·91	9·98	35·89
1964	18·62	8·57	27·19	18·26	10·44	37·64	29·02	11·15	40·18
1965	20·86	9·25	30·11	20·68	11·00	41·11	31·82	11·91	43·73
1966	23·28	10·01	33·29	23·14	11·75	45·03	35·38	12·57	47·96
1962 1st quarter	14·42	6·97	21·45	14·27	8·57	29·99	23·21	9·38	32·52
2nd quarter	14·74	7·22	21·91	14·71	8·59	30·49	23·15	9·35	32·55
3rd quarter	15·05	7·18	22·18	14·96	8·87	31·06	23·89	9·77	33·68
4th quarter	15·03	6·95	22·01	14·74	8·87	30·92	24·00	9·59	33·60
1963 1st quarter	15·11*	7·04*	22·16*	14·86*	9·09	31·23*	23·96*	9·60	33·58*
2nd quarter	16·23	7·63	23·83	15·89	9·32	33·13	25·77	9·99	35·75
3rd quarter	16·75	7·59	24·31	16·26	9·78	34·08	26·77	10·05	36·79
4th quarter	17·37	7·86	25·27	16·65	9·91	35·23	27·14	10·27	37·42
1964 1st quarter	18·01	8·08	26·09	17·44	10·29	36·35	28·08	10·61	38·71
2nd quarter	18·50	8·48	26·95	18·14	10·40	37·34	29·23	11·05	40·28
3rd quarter	18·49	8·70	27·14	18·28	10·32	37·44	28·97	11·34	40·30
4th quarter	19·49	9·03	28·59	19·19	10·76	39·42	29·81	11·61	41·41
1965 1st quarter	19·57*	8·70*	28·27*	19·63*	10·67	38·89*	29·81*	11·57	41·41*
2nd quarter	20·58	9·45	29·99	20·73	10·98	40·96	31·71	12·07	43·77
3rd quarter	21·09	9·42	30·47	20·87	10·99	41·43	32·35	12·06	44·38
4th quarter	22·20	9·42	31·69	21·51	11·36	43·14	33·43	11·93	45·36
1966 1st quarter	22·84	9·47	32·31	22·46	11·65	43·90	34·63	12·43	47·11
2nd quarter	23·07	9·75	32·79	22·72	11·77	44·54	34·99	12·22	47·22
3rd quarter	23·33	10·35	33·63	23·27	11·80	45·40	35·88	12·82	48·65
4th quarter	23·88	10·46	34·41	24·11	11·77	46·30	36·02	12·81	48·84
1967 1st quarter	24·56	10·50	35·09	24·82p			36·80		

(a) Excluding United States Special Category exports (see Definitions).
(b) Exports of manufactures by the main manufacturing countries (see Definitions).
p Provisional.
* Significantly affected by a dock strike in the United States.
Note: Because all series are seasonally adjusted independently, the sum of the component series does not necessarily equal to the total.

the first half), but recorded only a small further fall in the second quarter. Italian imports were still rising strongly up to the first quarter, but the rate of increase of French imports was slowing down, and in the second quarter they fell back.

Industrial production

The index of industrial countries' industrial production fell a point in the first quarter of 1967 after rising progressively less quickly through 1966. Output in Japan continued expanding rapidly, but production in the United States fell back (followed by a further, but smaller, fall in the second quarter), and showed little change in the EEC. Within the EEC, output in Italy continued to

(*Continued on next page*)

Table 2: Exports from industrial countries

Quarters or quarterly averagers seasonally adjusted.

US $ thousand million

	Exports (f.o.b.) from									European OECD Intra-trade
	United States (a)	Canada	Japan	European OECD	United Kingdom	EEC	German Federal Republic	France	Italy	
1960	4·91	1·39	1·01	12·50	2·65	7·43	2·86	1·72	0·92	6·83
1961	5·05	1·46	1·06	13·43	2·77	8·09	3·17	1·81	1·05	7·72
1962	5·24	1·49	1·23	14·15	2·84	8·56	3·32	1·84	1·18	8·53
1963	5·61	1·62	1·36	15·44	3·06	9·40	3·65	2·02	1·27	9·59
1964	6·42	1·93	1·67	17·36	3·20	10·65	4·05	2·25	1·49	10·90
1965	6·67	2·03	2·11	19·24	3·43	11·98	4·47	2·51	1·80	12·05
1966	7·35	2·39	2·45	21·03	3·67	13·16	5·03	2·73	2·01	13·11
1962 1st quarter	5·15	1·47	1·15	13·92	2·76	8·44	3·24	1·86	1·16	8·25
2nd quarter	5·45	1·46	1·21	14·12	2·88	8·51	3·33	1·78	1·19	8·42
3rd quarter	5·36	1·49	1·28	14·23	2·86	8·61	3·35	1·84	1·17	8·64
4th quarter	5·07	1·51	1·26	14·36	2·87	8·73	3·35	1·88	1·20	8·80
1963 1st quarter	5·08*	1·54	1·26	14·33	2·95	8·61	3·28	1·87	1·22	8·75
2nd quarter	5·66	1·57	1·31	15·40	3·02	9·45	3·62	2·07	1·28	9·53
3rd quarter	5·72	1·59	1·38	15·81	3·11	9·64	3·75	2·06	1·29	9·84
4th quarter	5·95	1·76	1·47	16·03	3·14	9·77	3·83	2·08	1·31	10·12
1964 1st quarter	6·20	1·82	1·45	16·88	3·18	10·35	4·01	2·24	1·37	10·60
2nd quarter	6·24	1·95	1·60	17·03	3·17	10·41	3·99	2·21	1·45	10·80
3rd quarter	6·45	1·98	1·69	17·20	3·16	10·58	3·99	2·19	1·54	10·75
4th quarter	6·73	1·90	1·88	18·03	3·27	11·08	4·19	2·32	1·55	11·27
1965 1st quarter	5·59*	1·90	2·04	18·56	3·34	11·54	4·40	2·35	1·70	11·65
2nd quarter	6·94	1·97	2·13	18·79	3·31	11·71	4·38	2·48	1·79	11·76
3rd quarter	6·92	2·05	2·18	19·47	3·48	12·08	4·47	2·58	1·80	12·12
4th quarter	7·09	2·15	2·10	20·07	3·59	12·51	4·66	2·64	1·84	12·65
1966 1st quarter	7·22	2·32	2·37	20·29	3·63	12·60	4·79	2·66	1·93	12·83
2nd quarter	7·26	2·33	2·38	20·86	3·45†	13·17	4·94	2·78	2·05	13·12
3rd quarter	7·45	2·42	2·46	21·26	3·71	13·32	5·15	2·76	2·00	13·08
4th quarter	7·49	2·47	2·57	21·64	3·87	13·51	5·27	2·71	2·06	13·31
1967 1st quarter	7·79	2·67	2·57	22·24	3·91	13·93	5·35	2·80	2·20	13·67
2nd quarter	7·79		2·58		3·77		5·40	2·84		

(a) Excluding Department of Defence shipments.
* Significantly affected by a dock strike.
† Significantly affected by the seamen's strike.

Table 3: Imports into industrial countries

Quarters or quarterly averages, seasonally adjusted.

US $ thousand million

	Imports (c.i.f.) into								
	United States (a)	Canada (a)	Japan	European OECD	United Kingdom	EEC	German Federal Republic	France	Italy
1960	3·66	1·42	1·12	13·83	3·26	7·40	2·54	1·57	1·19
1961	3·59	1·43	1·45	14·70	3·18	8·04	2·74	1·67	1·31
1962	4·06	1·46	1·41	16·02	3·24	8·93	3·07	1·88	1·52
1963	4·25	1·52	1·69	17·81	3·49	10·11	3·26	2·18	1·90
1964	4·65	1·74	1·99	20·08	3·99	11·23	3·65	2·52	1·81
1965	5·32	2·00	2·04	21·78	4·03	12·25	4·37	2·59	1·84
1966	6·34	2·28	2·38	23·58	4·17	13·42	4·57	2·97	2·14
1962 1st quarter	3·94	1·51	1·49	15·68	3·17	8·78	3·06	1·87	1·41
2nd quarter	4·03	1·45	1·39	15·71	3·23	8·75	3·06	1·78	1·47
3rd quarter	4·18	1·50	1·37	16·30	3·32	9·05	3·04	1·95	1·60
4th quarter	4·08	1·39	1·38	16·50	3·24	9·22	3·13	1·94	1·66
1963 1st quarter	4·03*	1·44	1·48	16·38	3·27	9·28	3·11	1·97	1·66
2nd quarter	4·20	1·48	1·61	17·74	3·43	10·04	3·27	2·17	1·90
3rd quarter	4·41	1·55	1·75	18·31	3·56	10·40	3·30	2·22	2·05
4th quarter	4·36	1·61	1·90	18·61	3·68	10·51	3·20	2·38	1·99
1964 1st quarter	4·41	1·67	1·98	19·68	3·94	11·07	3·39	2·49	2·03
2nd quarter	4·54	1·75	1·97	19·90	4·01	11·11	3·46	2·51	1·88
3rd quarter	4·73	1·74	1·92	19·96	3·99	11·07	3·74	2·51	1·61
4th quarter	4·84	1·76	2·07	20·49	4·01	11·46	3·97	2·52	1·68
1965 1st quarter	4·75*	1·85	1·98	20·61	3·84	11·51	4·13	2·45	1·73
2nd quarter	5·39	1·93	2·09	21·53	4·06	11·97	4·33	2·51	1·77
3rd quarter	5·23	2·02	2·05	22·20	4·09	12·48	4·49	2·63	1·89
4th quarter	5·88	2·17	2·07	22·81	4·11	13·02	4·54	2·76	1·97
1966 1st quarter	5·99	2·21	2·23	23·28	4·25	13·09	4·58	2·82	2·06
2nd quarter	6·22	2·24	2·29	23·29	4·16†	13·23	4·54	2·92	2·07
3rd quarter	6·65	2·24	2·41	23·85	4·31	13·54	4·46	3·06	2·17
4th quarter	6·62	2·45	2·60	23·86	3·95	13·68	4·47	3·13	2·28
1967 1st quarter	6·68	2·50	2·73	24·11	4·40	13·56	4·25	3·17	2·36
2nd quarter	6·53p		2·84		4·50		4·23	2·95	

(a) Canadian and United States imports are valued f.o.b.
* Significantly affected by a dock strike.
† Significantly affected by the seamen's strike.
p Provisional

rise, but French production levelled off after two years of expansion. Output in Germany showed a further fall, and this downward movement continued in the second quarter.

Definitions

In this article the *industrial countries* comprise all members of the OECD, including the United States, Canada and Japan. All other countries are described as *primary producers*. The Soviet Union, Albania, Bulgaria, Czechoslovakia, East Germany, Hungary, Poland, Rumania, Cuba and the People's Republic of China are excluded as reporting countries, but are included as markets for exports and as suppliers of imports.

Manufactures are the products defined by Sections 5 to 8 inclusive of the SITC. The *main manufacturing countries* are the 12 countries shown in Table 4. In 1965 these countries exported 95 per cent of all exports of manufactures from the industrial countries.

The figures of exports in Tables 1 and 4 exclude United States 'special category' exports, for which no destination information was issued in past years by the United States authorities. Many classes of goods were removed from the special category at the beginning of 1965, introducing discontinuities into the series. United States exports in 1964 of manufactures which have since been removed from the special category are estimated to have totalled approximately $1,030 million.

Table 4: Exports of manufactures by the main manufacturing countries

Quarters or quarterly averages. US $ thousand million. Percentage increase over a year earlier in brackets.

	United Kingdom (seasonally adjusted)	German Federal Republic	Belgium-Luxembourg	France	Italy	Netherlands	Sweden	Switzerland	United States (a)	Canada	Japan	Total (a) (seasonally adjusted)
1960	2·14 (6·4)	2·53 (16·8)	0·77 (14·3)	1·27 (21·3)	0·68 (34·4)	0·53 (12·2)	0·40 (17·9)	0·43 (11·5)	2·83 (17·7)	0·63 (5·3)	0·90 (18·8)	13·11 (15·4)
1961	2·24 (4·6)	2·80 (10·6)	0·79 (3·4)	1·30 (2·9)	0·79 (16·7)	0·58 (9·0)	0·45 (11·9)	0·47 (8·8)	2·84 (0·1)	0·63 (0·2)	0·94 (4·5)	13·83 (5·5)
1962	2·29 (2·2)	2·93 (4·7)	0·87 (9·9)	1·35 (3·6)	0·88 (11·5)	0·61 (6·4)	0·50 (10·9)	0·51 (8·5)	2·98 (5·1)	0·66 (4·5)	1·09 (15·6)	14·67 (6·1)
1963	2·45 (7·0)	3·23 (10·0)	0·96 (9·8)	1·46 (8·2)	0·97 (10·3)	0·68 (10·7)	0·55 (10·3)	0·55 (8·1)	3·14 (5·3)	0·71 (7·4)	1·23 (13·0)	15·91 (8·5)
1964	2·59 (5·6)	3·60 (11·5)	1·13 (18·4)	1·62 (10·8)	1·17 (20·2)	0·83 (22·9)	0·62 (13·8)	0·60 (9·7)	3·73 (18·7)	0·86 (21·3)	1·52 (23·4)	18·26 (14·8)
1965	2·80 (8·1)	3·98 (10·5)	1·30 (14·8)	1·83 (13·2)	1·40 (20·3)	0·91 (9·6)	0·69 (9·8)	0·67 (11·9)	4·21 (5·5)	0·95 (10·8)	1·94 (28·2)	20·68 (11·7)
1966	2·98 (6·9)	4·50 (13·2)	1·40 (7·7)	1·99 (8·7)	1·60 (14·3)	1·00 (9·4)	0·76 (11·4)	0·75 (10·6)	4·67 (11·1)	1·20 (26·5)	2·26 (16·3)	23·14 (11·9)
1962 1st quarter	2·23	2·79	0·88	1·38	0·85	0·60	0·48	0·48	2·93	0·61	0·90	14·27
2nd quarter	2·33	2·93	0·89	1·33	0·86	0·61	0·53	0·49	3·18	0·65	1·06	14·71
3rd quarter	2·31	2·88	0·83	1·23	0·84	0·59	0·44	0·49	2·83	0·67	1·18	14·96
4th quarter	2·29	3·14	0·89	1·46	0·96	0·65	0·54	0·57	2·98	0·70	1·21	14·74
1963 1st quarter	2·38	2·86	0·86	1·38	0·91	0·61	0·49	0·50	2·87*	0·63	1·01	14·86*
2nd quarter	2·41	3·20	0·99	1·55	0·95	0·69	0·52	0·54	3·30	0·73	1·17	15·89
3rd quarter	2·48	3·25	0·94	1·35	0·98	0·69	0·54	0·52	2·99	0·70	1·29	16·26
4th quarter	2·53	3·60	1·04	1·55	1·05	0·73	0·65	0·63	3·40	0·77	1·44	16·65
1964 1st quarter	2·56	3·43	1·11	1·62	1·03	0·78	0·55	0·55	3·57	0·76	1·17	17·44
2nd quarter	2·57	3·60	1·13	1·65	1·16	0·82	0·65	0·60	3·78	0·87	1·43	18·14
3rd quarter	2·58	3·43	1·07	1·45	1·20	0·82	0·55	0·58	3·53	0·89	1·58	18·28
4th quarter	2·64	3·93	1·22	1·76	1·27	0·91	0·74	0·68	4·03	0·91	1·89	19·19
1965 1st quarter	2·71	3·86	1·28	1·73	1·32	0·87	0·66	0·61	3·66*	0·84	1·67	19·63*
2nd quarter	2·72	3·87	1·26	1·87	1·41	0·90	0·67	0·66	4·58	1·00	1·96	20·73
3rd quarter	2·84	3·84	1·25	1·70	1·37	0·89	0·62	0·66	4·03	0·92	2·05	20·87
4th quarter	2·92	4·34	1·41	2·02	1·50	0·99	0·79	0·78	4·57	1·04	2·11	21·51
1966 1st quarter	2·93	4·22	1·36	1·93	1·50	0·94	0·73	0·69	4·55	1·08	1·93	22·46
2nd quarter	2·80†	4·38	1·40	2·10	1·65	1·03	0·78	0·74	4·79	1·18	2·17	22·72
3rd quarter	3·07	4·45	1·28	1·82	1·57	0·98	0·66	0·72	4·41	1·22p	2·35	23·27
4th quarter	3·17	4·96	1·57	2·11	1·69	1·05	0·88	0·83	4·96	1·32p	2·60	24·11
1967 1st quarter	3·20	4·66	1·47	2·08	1·73	1·05	0·78	0·74p	5·10	1·36p	2·13	24·82p
2nd quarter	3·08	4·91										

(a) Excluding United States Special Category exports (see Definitions). The discontinuity between 1964 and 1965 has been allowed for in calculating the percentage increases.
* Significantly affected by a dock strike in the United States.
† Significantly affected by the seamen's strike.
p Provisonal.

Table 5: Index number of industrial production

Seasonally adjusted 1960 = 100

	Industrial countries	United States	European OECD	United Kingdom	EEC	France	German Federal Republic	Italy	Japan
1960	100	100	100	100	100	100	100	100	100
1961	104	101	105	100	107	106	106	111	119
1962	111	109	110	101	113	112	111	122	129
1963	117	114	116	105	119	117	115	132	142
1964	125	122	124	113	127	126	125	134	166
1965	134	132	130	116	133	128	132	140	174
1966	144	144	135	118	139	137	134	156	195
1962 1st quarter	108	107	107	100	111	110	108	120	129
2nd quarter	110	109	109	102	112	111	111	120	130
3rd quarter	111	110	110	102	114	113	112	122	129
4th quarter	111	110	110	101	115	114	113	125	128
1963 1st quarter	112	111	109	101	113	110	110	127	131
2nd quarter	115	114	114	104	119	117	115	132	138
3rd quarter	118	116	116	107	121	121	116	134	146
4th quarter	120	116	119	109	123	123	119	136	154
1964 1st quarter	122	118	122	112	126	126	122	137	160
2nd quarter	124	121	122	112	126	127	124	134	164
3rd quarter	126	123	123	113	127	126	125	131	169
4th quarter	127	124	125	115	129	125	128	133	172
1965 1st quarter	131	129	126	116	130	125	131	134	174
2nd quarter	132	131	127	116	132	127	132	139	173
3rd quarter	134	133	128	116	133	129	131	142	175
4th quarter	136	135	130	117	135	133	133	145	175
1966 1st quarter	140	140	133	119	138	134	135	151	182
2nd quarter	142	143	133	118	139	136	136	154	190
3rd quarter	144	145	133	118	139	139	133	158	198
4th quarter	145	146	133	116	139	140	131	162	209
1967 1st quarter	144	144	133	116	139	140	129	166	218
2nd quarter		143		116			128		

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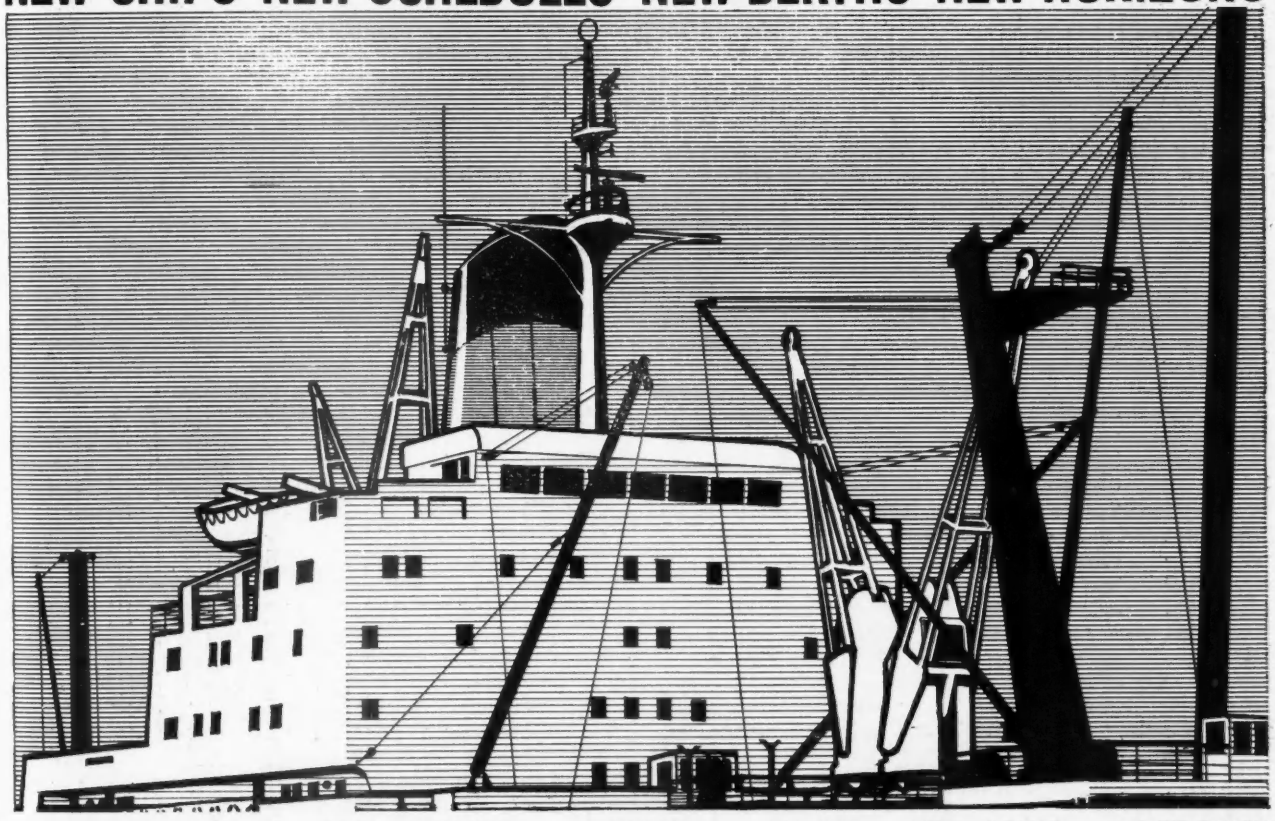

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UNITED KINGDOM OVERSEAS TRADE

Unit value and volume index numbers for July

United Kingdom import and export unit value index numbers

TABLE 1 (1961 = 100)

	IMPORTS					EXPORTS								
								Manufactured Goods						
	Total	Food, Beverages and Tobacco	Basic Materials	Fuels	Manufactured Goods	Total	Non-Manufactures	Total	Chemicals	Textiles	Metals	Machinery and Transport Eqpt.	Other	(1) TERMS OF TRADE
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7		
Weights	1,000	327	222	106	337	1,000	125	843	86	65	123	428	141	
1955	108	109	108	112	106	92	106	90	114	95	93	85	89	86
1956	110	109	111	119	107	95	112	93	113	94	99	88	92	87
1957	111	109	115	138	100	100	122	96	114	96	102	92	94	89
1958	103	104	100	120	96	99	108	97	109	96	103	95	94	96
1959	102	105	98	111	98	98	103	97	108	92	99	97	95	96
1960	102	104	101	104	101	100	102	99	104	96	101	99	97	97
1961	100	100	100	100	100	100	100	100	100	100	100	100	100	100
1962	99	102	96	98	99	101	99	102	98	100	101	103	102	102
1963	103	111	97	97	101	104	103	104	100	102	102	106	104	101
1964	107	115	103	95	105	106	107	106	101	107	106	107	105	99
1965	107	113	102	90	109	108	104	109	104	109	113	110	108	102
1966	109	114	103	84	114	112	104	114	106	111	119	114	113	103
1964 1st quarter	107	118	102	96	103	105	107	105	101	105	104	106	104	98
2nd quarter	106	115	103	96	104	106	108	105	101	107	105	107	104	99
3rd quarter	106	113	103	94	106	107	108	107	101	107	107	107	106	101
4th quarter	107	113	103	94	106	107	106	107	102	108	110	108	105	100
1965 1st quarter	107	115	102	93	108	108	106	108	103	109	111	109	106	100
2nd quarter	107	114	102	92	108	108	104	109	104	110	112	109	108	101
3rd quarter	106	112	102	90	109	109	103	110	105	108	114	110	109	102
4th quarter	107	113	102	89	110	109	103	111	105	109	114	111	110	102
1966 1st quarter	108	113	104	88	112	111	104	112	105	110	118	112	111	102
2nd quarter	110	117	105	87	114	113	105	114	108	111	121	114	113	102
3rd quarter	109	114	103	84	116	113	104	115	108	111	122	115	113	104
4th quarter	109	114	102	83	116	113	102	115	106	111	119	116	115	104
1967 1st quarter	108	115	100	82	116	114	102	116	106	112	119	117	116	105
2nd quarter	107	114	99	81	114	114	101	116	106	113	119	118	116	106
1965 July	106	111	102	91	108	108	103	109	104	109	113	110	108	102
August	106	111	102	90	109	109	103	110	104	109	113	110	109	102
September	107	112	103	90	109	109	102	110	105	108	114	110	110	102
October	107	112	103	89	110	109	102	110	105	109	114	111	110	102
November	107	113	102	89	111	109	102	110	105	108	115	111	110	102
December	107	113	103	88	110	110	103	111	105	109	114	111	111	102
1966 January	107	112	103	89	112	110	104	111	105	109	116	112	111	103
February	108	113	104	89	112	111	105	112	105	110	117	112	112	102
March	109	115	104	88	114	112	105	113	106	111	120	113	112	102
April	110	116	104	88	114	112	105	113	108	110	120	113	113	102
May	110	118	105	87	113	112	104	114	108	111	121	114	111	102
June	110	117	105	85	115	113	105	114	108	112	121	114	114	103
July	109	113	104	84	116	113	106	115	108	111	123	115	113	104
August	109	113	103	84	116	113	105	115	108	111	122	115	113	104
September	109	115	102	84	116	113	103	115	107	110	122	115	114	104
October	108	113	102	84	114	113	103	115	106	111	120	116	114	105
November	109	114	101	83	117	113	102	115	107	111	118	116	115	104
December	109	115	101	83	117	113	101	115	105	112	119	117	115	104
1967 January	109	115	101	83	116	114	102	116	105	111	120	117	116	105
February	109	115	99	82	117	114	101	115	107	112	118	117	116	105
March	108	114	100	81	115	114	102	115	107	112	118	117	116	105
April	108	115	100	81	114	114	100	116	106	111	118	117	116	105
May	107	115	99	81	113	114	101	116	106	113	118	118	116	106
June	106	113	98	81	114	114	102	116	105	114	119	118	115	107
July	107	111	97	91	114	114	101	116	106	112	120	119	114	107

(1) Export Unit Value Index as a percentage of the Import Unit Value Index.

UNITED KINGDOM OVERSEAS TRADE

Unit value and volume index numbers for July

THE GRADUAL fall in the import unit value index this year was partly reversed in July, when landed prices of oil increased sharply as a result of the Middle East situation. Nevertheless, over the three months May-July the index was 2 per cent lower on average than during the second half of last year. The export unit value index in July remained at the same level as during the earlier months of this year, about ½ per cent higher than the average for the second half of last year. The terms of trade over the period January to July this year were 2 points more favourable than during the second half of 1966, and 3 points more favourable than in 1966 as a whole.

The decline in the import unit value index year was attributable to a moderate fall in the unit values of basic materials, an easing back in the unit values of manufactured goods, and in the last two months, a fall in the index for food drink, and tobacco. Until July itself there had been a gradual and continuous fall in the unit value of fuels, but the effect of the recent troubles in the Middle East, particularly on increased freight charges for imported fuels, resulted in a substantial rise in the unit value index for fuels in July.

The slightly higher level of the export unit value index this year compared with the second half of last year derived mainly from an increase in the unit value index for machinery and transport equipment. Against this there were lower levels in the unit values of non-manufactured goods, metals and chemicals.

Trends in the volume of trade are discussed in the quarterly articles which analyse United Kingdom trade in more detail than in the monthly commentaries.

Note:

This series of index numbers based on 1961=100 was first introduced in the *Board of Trade Journal* of September 13, 1963; an account of the method of construction of the index numbers was published in the September 1963 issue of *Economic Trends*. All the index numbers published with this article take account of the inclusion of trade in diamonds and precious stones in the United Kingdom import and export statistics.

United Kingdom import and export volume index numbers (unadjusted)

TABLE 2 (1961 = 100)

	IMPORTS					EXPORTS							
								Manufactured Goods					
	Total	Food, Beverages and Tobacco	Basic Materials	Fuels	Manufactured Goods	Total	Non-Manufactures	Total	Chemicals	Textiles	Metals	Machinery and Transport Eqpt.	Other
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7	
Weights	1,000	327	222	106	337	1,000	125	843	86	65	123	428	141
1955	80	88	102	75	62	87	85	85	65	135	86	82	87
1956	80	90	99	71	62	91	89	91	69	129	97	89	87
1957	83	93	103	70	66	93	88	93	74	128	100	91	87
1958	84	98	92	76	67	89	88	89	71	109	93	90	84
1959	90	98	98	88	76	93	90	92	81	109	99	92	89
1960	101	100	107	96	100	97	92	97	93	109	98	97	93
1961	100	100	100	100	100	100	100	100	100	100	100	100	100
1962	103	104	96	112	103	102	110	101	107	99	100	100	102
1963	107	102	101	119	112	108	120	106	113	101	100	107	110
1964	119	104	108	128	136	111	115	111	126	105	102	107	123
1965	120	102	107	140	137	117	121	117	131	104	109	114	128
1966	123	101	102	154	146	121	128	120	139	97	104	120	134
1965 1st quarter	116	96	107	147	128	112	111	112	129	103	101	110	123
2nd quarter	121	101	109	141	142	119	117	120	134	105	115	118	131
3rd quarter	120	104	109	133	137	113	121	112	127	104	106	108	122
4th quarter	123	109	106	146	141	124	134	122	132	104	113	120	138
1966 1st quarter	128	105	105	155	154	123	130	123	134	98	102	125	139
2nd quarter	123	98	98	151	152	116	121	116	131	91	100	118	123
3rd quarter	124	101	109	155	145	115	116	115	134	94	96	114	135
4th quarter	118	102	97	161	133	131	146	129	155	105	118	125	143
1967 1st quarter	134	106	98	180	167	128	135	127	155	101	113	124	143
2nd quarter	135	107	101	162	176	127	135	127	163	98	119	124	136
1966 July	127	100	109	151	157	113	108	114	124	98	98	113	133
August	122	101	114	155	136	116	107	117	136	97	91	117	138
September	122	101	104	158	142	117	132	115	143	88	100	111	135
October	118	103	100	150	134	127	133	127	148	104	115	119	159
November	111	105	100	164	108	142	160	140	168	116	127	137	155
December	125	97	93	169	157	124	145	119	148	94	114	119	116
1967 January	144	107	111	192	181	129	133	129	159	106	114	127	140
February	122	103	85	172	146	126	147	125	156	99	109	122	140
March	135	108	99	177	173	128	124	128	150	98	116	125	149
April	132	102	94	171	175	125	129	126	164	96	114	122	140
May	136	108	104	179	169	132	139	131	163	100	130	132	124
June	137	111	106	137	184	125	138	124	161	98	113	118	144
July	122	100	102	108	159	122	130	122	145	92	114	118	141

(*Table 3 on next page*)

United Kingdom import and export volume index numbers (seasonally adjusted)

TABLE 3 (1961 = 100)

	IMPORTS							EXPORTS							
						Manufactured Goods				Manufactured Goods					
	Total	Total excl. US military aircraft, etc.	Food, Beverages and Tobacco	Basic Materials	Fuels	Total	Excl. US military aircraft, etc.	Total	Non-Manufactures	Total	Chemicals	Textiles	Metals	Machinery and Transport Eqpt.	Other
Section or Division			0 and 1	2 and 4	3	5 to 8			0 to 4	5 to 8	5	65	67 to 69	7	
Weights . .	1,000		327	222	106	337		1,000	125	843	86	65	123	428	141
1965 1st quarter .	*114*		*93*	*108*	*144*	*125*		*116*	*116*	*115*	*131*	*104*	*105*	*111*	*132*
2nd quarter .	*120*		*101*	*109*	*139*	*139*		*113*	*115*	*113*	*128*	*102*	*108*	*108*	*129*
3rd quarter .	*122*		*108*	*108*	*131*	*142*		*118*	*126*	*117*	*131*	*106*	*112*	*115*	*122*
4th quarter .	*122*		*106*	*104*	*146*	*141*		*121*	*126*	*121*	*132*	*103*	*110*	*122*	*131*
1966 1st quarter .	*126*		*103*	*105*	*153*	*149*		*121*	*132*	*121*	*132*	*96*	*103*	*121*	*141*
2nd quarter .	*121*		*98*	*98*	*149*	*149*		*114*	*124*	*113*	*131*	*92*	*98*	*113*	*126*
3rd quarter .	*126*		*104*	*108*	*153*	*151*		*122*	*122*	*121*	*139*	*97*	*104*	*122*	*135*
4th quarter .	*117*	*117*	*99*	*96*	*161*	*135*	*134*	*127*	*134*	*126*	*153*	*102*	*113*	*125*	*133*
1967 1st quarter .	*130*	*130*	*105*	*98*	*177*	*158*	*157*	*130*	*141*	*128*	*155*	*104*	*117*	*123*	*150*
2nd quarter .	*133*	*132*	*107*	*102*	*163*	*169*	*166*	*124*	*136*	*123*	*157*	*97*	*113*	*117*	*139*
1966 July . .	*129*		*103*	*109*	*153*	*158*		*116*	*121*	*115*	*128*	*99*	*101*	*113*	*131*
August .	*129*		*110*	*112*	*157*	*151*		*126*	*116*	*127*	*146*	*101*	*103*	*130*	*140*
September .	*121*		*100*	*103*	*150*	*143*		*124*	*128*	*122*	*144*	*92*	*107*	*122*	*135*
October .	*118*	*118*	*101*	*101*	*155*	*133*	*132*	*128*	*125*	*128*	*150*	*105*	*114*	*124*	*149*
November .	*107*	*107*	*99*	*97*	*159*	*107*	*106*	*131*	*138*	*130*	*159*	*106*	*114*	*129*	*138*
December .	*126*	*125*	*98*	*91*	*168*	*164*	*163*	*121*	*139*	*119*	*150*	*94*	*111*	*121*	*113*
1967 January .	*134*	*134*	*104*	*103*	*183*	*165*	*165*	*136*	*144*	*134*	*164*	*114*	*122*	*127*	*156*
February .	*131*	*130*	*111*	*96*	*181*	*153*	*153*	*131*	*154*	*129*	*160*	*104*	*116*	*125*	*147*
March .	*125*	*125*	*100*	*96*	*166*	*154*	*153*	*122*	*124*	*122*	*139*	*94*	*114*	*116*	*147*
April . .	*137*	*136*	*108*	*102*	*175*	*176*	*171*	*126*	*136*	*126*	*162*	*97*	*112*	*121*	*145*
May . .	*132*	*131*	*107*	*105*	*173*	*161*	*157*	*126*	*139*	*124*	*153*	*98*	*120*	*121*	*132*
June . .	*130*	*130*	*106*	*99*	*141*	*171*	*169*	*119*	*133*	*118*	*155*	*96*	*108*	*110*	*139*
July . .	*124*	*123*	*103*	*101*	*112*	*161*	*158*	*124*	*145*	*121*	*150*	*93*	*115*	*116*	*138*

More than a million foreign visitors in first six months

MORE THAN a million foreign visitors came to Britain in the first six months of this year, reports the British Travel Association, Britain's official tourist organization. A BTA spokesman said it was the first time Britain had received a million foreign tourist arrivals in the first half of a year. He said 312,000 foreign visitors came to Britain in June, bringing the total number of arrivals in the first six months of this year to 1,070,000 – an increase of 112,000 (12 per cent) over the same period of record-breaking 1966.

The June arrivals represented a rise of 26,000 on the same month last year. Visitors from European countries in June numbered 164,000. This was an increase of 17,000 on the month and brought total arrivals from Europe in the first six months of the year to 640,000 – a rise of 69,000 (12 per cent) on the period.

Arrivals from the United States in June totalled 123,000, which was a rise of 7,000 on the month and brought the total number of United States visitors to Britain in the first half of this year to 336,000 – an increase of 30,000 (10 per cent) on the period.

Final details of the numbers of tourist arrivals from British Commonwealth countries during the first half of 1967 were not yet available, but it was estimated that these were also considerably higher than in the same period of 1966.

Overdrafts of the nationalized industries

THE TREASURY announce that the total bank overdrafts of the nationalized industries at August 16, 1967, amounted to £116.6 million of which £104.3 million was from the Clearing Banks and £12.3 million from the Scottish Banks.

This month's figures include overdrafts of the British Steel Corporation: previously overdrafts of the Nationalized Steel companies formed part of the bank lending to the private sector.

On vesting day the overdrafts of these companies stood at £79.1 million. They have since been repaid and replaced by centralized borrowing by the British Steel Corporation partly from the banks and partly from the Exchequer.

Northern Ireland index of industrial production

THE PROVISIONAL index of industrial production for Northern Ireland for June, 1967, prepared by the Ministry of Commerce is 133 (1963=100). This is 5 points higher than for May, 1967, and 10 points higher than for June, 1966.

The index numbers for the main industrial groups with the increase or decrease on June, 1966, shown in brackets are: textiles 135 (+2 points); clothing 108 (−4); engineering and metals 139 (+24); food, drink and tobacco 115 (+5); timber and furniture 105 (−6); mineral products 156 (+13); other manufacturing industries 171 (+6); construction 145 (+13); gas, electricity and water 113 (+8).

New companies registered in Northern Ireland

IN THE MONTH of July 1967 21 new private companies having a total nominal capital of £81,500 and one company limited by guarantee and not having a share capital were registered in Northern Ireland.

During the period January-July 1967 155 companies with a total nominal capital of almost £1,171,000 were registered as compared with 176 companies with a total nominal capital of £1,361,000 registered in the same period in 1966.

British commercial representatives overseas

VISITORS TRAVELLING OVERSEAS on export business are recommended to call on British commercial officers in the countries they visit *and should telephone the Embassy or Consulate on arrival and fix an appointment so that they are seen as soon as possible by the officer concerned.* The commercial officers can be of considerable assistance to British business visitors, and prior notice of a visit given to Export Services Branch will enable them to prepare in advance information required by a visitor and often to arrange appointments for him. The following list gives the names and addresses of officers in charge of commercial work.

'HINTS TO BUSINESS MEN' booklets are available for most of the countries listed below. British businessmen who intend visiting any of the countries on export business may obtain copies free of charge from the nearest Regional Office or from Export Services Branch (Tel. 01-248 5757, Ext. 7146) (Telex 25977).

THIS LIST is prepared by Export Services Branch of the Board of Trade and published *quarterly* in the *Board of Trade Journal*. Inquiries relating to the list should be made to Export Services Branch at the address given below (Tel. 01-248 5757, Ext. 463).

POSTE RESTANTE FACILITY Businessmen visiting overseas markets may, if they wish, have their mail addressed care of the Commercial Department in the British Embassy/High Commission/Consulate in the country they are visiting. This facility is available during normal business hours only and businessmen intending to use it are requested to give adequate notice to the overseas Commercial Department beforehand, or alternatively advise their nearest Board of Trade Regional Office or the Export Services Branch of the Board of Trade in London.

ADEN – Mr. E. F. G. Maynard, High Commissioner's Office, ADEN. ('Highcoma, Aden'.) (Tel. 2424.)

AFGHANISTAN – Mr. G. F. Rance, Second Secretary (Commercial), British Embassy, Karte Parwan, KABUL. (Tel. 20512, 24856, 24956.)

ALGERIA – Mr. R. C. Robinson, M.B.E., The Swiss Embassy, British Interests Section, Edifice Cassiopée, Bâtiment B, 7 Chemin des Glycines, B.P.25, ALGIERS, R.P. (Tel. 60.56.01-04.) (Telex 29-91872 a/b Prodrom Alger.)

ANGOLA (Portuguese West Africa) – Mr. C. C. B. Stewart, C.M.G., Consul-General, British Consulate-General, Rua Diego Cao No. 4, Caixa Postal No. 1244, LUANDA. (Tel. 2487.)

ARGENTINA – Mr. M. Gale, C.B.E., H.M. Minister (Commercial), British Embassy, Sarmiento 443, 6°, BUENOS AIRES. (Postal address: Casilla 2050, Buenos Aires.) (Tel. 49-6681/7) (Telex 201-1666 a/b Prodroba.)

AUSTRIA – Mr. E. Sniders, M.B.E., Counsellor (Commercial), British Embassy, 40 Reisnerstrasse, 1030 VIENNA. (Tel. 73.15.-75/6/7.) (Telex 2053-13410 a/b Britemb.)

AUSTRALIA – Mr. J. S. Rooke, C.M.G., O.B.E., H.M. Minister (Commercial); Mr. S. C. Stout, Counsellor (Commercial), British High Commission, Commonwealth Avenue, CANBERRA, A.C.T. (Tel. 72211.) (Telex 29-AA62043 a/b AA62043.)

SYDNEY – Mr. M. J. Marshall, C.M.G. Deputy High Commissioner, British High Commission, Gold Fields House, Sydney Cove, Sydney, 2000 N.S.W. (Tel. 27-7521.)

MELBOURNE – Mr. D. G. Stewart-Smith, Deputy High Commissioner, British High Commission, The Colonial Mutual Life Building, 330 Collins Street, Melbourne, C.I. (Tel. 67-7254, 67-8601 (9 lines).)

BRISBANE – Mr. H. F. Bartlett, O.B.E., Deputy High Commissioner, British High Commission, M.L.C. Building, Corner Adelaide and Edward Streets, Brisbane. (Tel. 2-2307/8/9.)

PERTH – Mr. B. A. F. Pennock, Deputy High Commissioner, British High Commission, ANZ House, 7th Floor, 84 St. George's Terrace, Perth, Western Australia. (Tel. 21-5120 and 21-5128/9.)

ADELAIDE – Mr. L. A. C. Newns, Deputy High Commissioner, British High Commission, 4th Floor, F.C.A. Building, 15 Franklin Street, Adelaide. (Tel. 51-2291.)

IMPORTANT

THE INFORMATION given in this list **is intended for the benefit of exporters travelling abroad. All commercial inquiries should be addressed initially to the nearest Regional Office of the Board of Trade (see list on page viii) or to Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757) (Telex 25977).** A great deal of overseas commercial information is on record and can be supplied immediately.

BAHAMAS – Mr. S. J. Towlson, British Trade Commissioner, British Trade Commission, E. D. Sassoon Building, Parliament Street, P.O. Box 4600, NASSAU, New Providence, Bahamas. ('Tradcom, Bahamas.') (Tel. 94003.)

BAHRAIN – Mr. J. H. Turner, Commercial Secretary, H.M. Political Agency, No. 14, First Floor, Yateem's New Building, Al Khalifah Road, MANAMA. (Postal address: P.O. Box 114, Bahrain.) ('Political, Bahrain.') (Tel. Manama (Bahrain) 3597.)

BARBADOS – Mr. A. G. Elgar, O.B.E., Deputy High Commissioner, British High Commission, Barclays Bank Building, Roebuck Street, P.O. Box 676c, BRIDGETOWN, Barbados. (Tel. 3525.) (Telex 29-219 a/b Ukrep, BRI.)

BELGIUM – Mr. J. R. Wraight, C.M.G., O.B.E., Counsellor (Commercial), British Embassy, Britannia House, 28 Rue Joseph II, BRUSSELS 4. (Tel. 19.11.65.) (Telex 2026-23462 a/b Prodrome Brusls.)

BOLIVIA – Mr. J. K. E. Broadley, First Secretary (Commercial), British Embassy, Avenida Arce 2740, Casilla 694, LA PAZ. (Tel. 29403.) (Telex 201-LPZ5228 a/b Prodrome La Paz.)

BOTSWANA – Mr. H. Arthington-Davy, O.B.E., First Secretary, British High Commission, Private Bag 23, GABERONES. (Tel. 483/5.)

TELEGRAPHIC ADDRESSES unless otherwise stated:

Embassies – 'Prodrome' followed by the town name.

Consular offices – 'Britain' followed by the town name.

High Commission offices – 'Ukrep' followed by the town name.

BRAZIL – Mr. C. T. Gandy, H.M. Minister (Commercial), British Embassy, Praia do Flamengo 284-2° Andar, RIO DE JANEIRO. (Postal address: Caixa Postal 669-ZC-00.) (Tel. 25-7252.) (Telex 201-337 a/b Prodrome Rio.)

SAO PAULO – Mr. W. J. M. Paterson, C.M.G., Consul-General, British Consulate-General, Avenida Paulista 1938 (17 Andar), SAO PAULO. (Postal address: Caixa Postal 846.) (Tel. 35-4131.)

BULGARIA – Mr. W. F. B. Price, First Secretary (Commercial), British Embassy, Boulevard Marshall Tolbukhin 65-67. SOFIA. (Tel. 85361/2) (Telex 29, SOFIA 363 a/b Prodrome Sofia.)

BURMA – Mr. L. E. Bagshawe, First Secretary (Commercial), British Embassy, 80 Strand Road, P.O. Box 638, RANGOON. (Tel. 15700.)

CAMBODIA – Mr. P. Murphy, First Secretary (Commercial), British Embassy, 96 Moha Vitmei Preah Bat Norodom, P.O. Box 150, PHNOM PENH. (Tel. 3974/5.)

CAMEROON – Mr. T. Empson, First Secretary, Head of Chancery and Consul, British Embassy, Avenue Joseph Clerc, Boite Postale 547, YAOUNDÉ. (Tel. 3192.) (Telex 201-400 a/b Prodrome YDE.)

BUEA – Mr. N. Morton, Consul, British Consulate, 'Castella', P.O. Box 68, BUEA. (Tel. Buea 623.)

[NOTE: The British Embassy at Yaoundé deals with matters relating to Government Departments and firms in Yaoundé. The British Consulate at Buea deals with all other commercial matters.]

CANADA – Mr. T. E. Rogers, C.M.G., M.B.E., H.M. Minister (Commercial); Mr. R. W. Gray, Counsellor (Commercial), British High Commission, 80 Elgin Street, OTTAWA 4, Ontario. (Tel. 237-1530.) (Telex 206-013266 a/b Ukrep, Ottawa.)

MONTREAL – Mr. A. Heckle, C.M.G., Senior British Trade Commissioner British Trade Commission, 635 Dorchester Boulevard West, Montreal 2, P.Q. (Tel. 866-5863) (Telex 206-01-26437 a/b Ukrep Montreal.)

TORONTO – Mr. G. H. S. Jackson, C.M.G., Senior British Trade Commissioner, British Trade Commission, 8th Floor, 200 University Avenue, Toronto 1, Ontario. (Tel. 362 1223) (Telex 206-02-29060 a/b Britweek, Toronto.)

VANCOUVER – Mr. J. F. Saunders, Principal British Trade Commissioner, British Trade Commission, 4th Floor, Bank of Nova Scotia Building, 602 W. Hastings Street, Vancouver 2, British Colombia. (Tel. 683-4421) (Telex 206-045481 a/b Ukrep, Vancouver.)

CANADA, *continued*

WINNIPEG – Mr. J. W. S. Corbett, D.S.O., British Trade Commissioner, British Trade Commission, 4th Floor, Monarch Life Building, 333 Broadway Avenue, Winnipeg, 1, Man. (Tel. 942-3151.) (Telex 206-035465 a/b Ukrep, Winnipeg.)

EDMONTON – Mr. J. D. G. Walker-Brash, M.B.E., British Regional Information Officer, British Government Office, Suite 600, Bank of Montreal Building, Jaspar Avenue, Edmonton, Alberta. (Tel. 424-0481.) (Telex 206-037-2421 a/b Ukrep, EDM.)

REGINA – Mr. H. W. Sturdy, British Trade Commissioner, British Trade Commission, 207 Derrick Building, 2431-11th Avenue, Regina, Sask. (Tel. 527-6459; 527-6350.)

ATLANTIC PROVINCES – Mr. L. Cox, O.B.E., British Trade Commissioner for the Atlantic Provinces, British Trade Commission, 10th Floor, Centennial Buildings, 1645 Granville Street, Halifax, Nova Scotia. (Tel. 422-7488.) (Telex 206-014-42634 a/b Ukrep, HFX.)

QUEBEC CITY – Mr. D. A. Wehl, O.B.E., British Regional Information Officer, British Government Office, 100 D'Youville Square, Quebec City. (Tel. 525-5187.) (Telex 206-011246 a/b Ukrep, QBC.)

CEYLON – Mr. J. M. Dutton, Deputy High Commissioner and Counsellor (Commercial), British High Commission, P.O. Box 1433, Galle Road, Kollupitiya, COLOMBO 3. (Tel. 5357-9 and 7298-9.) (Telex 201-101 a/b Ukrep, Colombo.)

CHILE – Mr. J. B. Ure, First Secretary (Commercial), British Embassy, P.O. Box 72-D, Bandera 227, SANTIAGO. (Tel. 61151/5.) (Telex 201-SGO341 a/b Prodrome, Santiago.)

CHINA – Mr. T. Peters, Counsellor (Commercial), Office of the British Chargé d'Affaires, 5 Kuang Hua Lu, Chien Kuo Men Wai, PEKING. (Tel. 55-3931/2/3/4.)

COLOMBIA – Mr. H. J. Wilmshurst, First Secretary (Commercial) and Consul, British Embassy, Carrera 10, No. 19-65, 7° Piso, BOGOTA, (Airmail address: Apartado Aéreo 4508, Bogota.) (Tel. 411051.) (Telex 201-044503 a/b Prodrome, Bogota.)

CONGO, DEMOCRATIC REPUBLIC OF – Mr. H. C. White, First Secretary (Commercial) and Consul, British Embassy, 9 Avenue Beernaert, 5th Floor, Building Credit Congolaise, P.O. Box 8049, KINSHASA. (Tel. 3484/5.)

LUBUMBASHI – Mr. W. N. Hugh-Jones, M.V.O., Consul, British Consulate, Boulevard Elisabeth 727, P.O. Box 973. (Tel. 2434.) (Telex 201-49 a/b Britain, EVL.)

COSTA RICA – Mr. H. Halliwell, First Secretary and Consul, British Embassy, Paseo Colon, 3202, Apartado 'U', SAN JOSÉ. (Tel. 21-58-16 and 21-56-88.) (Telex 201-CR169 a/b CR 169 Prodrom.)

CUBA – Mr. A. C. Buxton, First Secretary (Commercial), British Embassy, Edificio Bolivar, 9° Piso, Capdevila 101-103 HAVANA. (Tel. 61-5681.) (Postal address (mail from overseas): British Embassy, Havana, P.O. Box 1229, Nassau, Bahamas.)

CYPRUS – Mr. E. R. Worsnop, First Secretary (Commercial), British High Commission, P.O. Box 1978, Alexander Pallis Street, NICOSIA. (Tel. 73131-5.)

IMPORTANT

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CZECHOSLOVAKIA – Mr. J. F. Barrow, First Secretary (Commercial), British Embassy, Thunovska Ulice 14, Mala Strana, PRAGUE (Praha) 1. (Tel. 533347/9 and 533340.) (Telex 2055-Prague 511 a/b Prodrome Prague.)

DENMARK – Mr. G. Booth, Counsellor (Commercial), British Embassy, Kastelsvej 38-40, COPENHAGEN Ø. (Tel. Tria 6360.) (Telex 2051-2706 a/b Prodrome KH.)
[There is also an Honorary Vice-Consul in the FAROE ISLANDS at Thorshavn who will be glad to see British business visitors:
Mr. A. Mortensen, British Vice-Consul, The Quay, THORSHAVN, Faroe Islands. (Tel. Bryggjan 1690.)]

DOMINICAN REPUBLIC – Mr. G. C. Gullan, First Secretary and Consul, British Embassy, Apartado 1352, No. 84 Avenida Independencia, SANTO DOMINGO. (Tel. 2-3128/9.) (Telex 201-3460075 a/b 3460075 Prodrome.)

ECUADOR – Mr. G. S. McWilliam, First Secretary (Commercial), British Embassy (opposite Hotel Quito), Gonzalez Suarez 111, QUITO. (Postal address: Casilla 314, Quito.) (Tel. 230070/3.)

GUAYAQUIL – Mr. T. G. Simon, Consul (Commercial), British Consulate, Edificio La Nacional (2° Piso), V. M. Rendón 120, GUAYAQUIL. (Tel. 15-392 and 15-243.) (Postal address: Casilla K, Guayaquil.)

EL SALVADOR – Mr. J. Hammond, First Secretary and Consul, British Embassy, 13a Avenida Norte (Continuacion) No. 611, Colonia Duenas, SAN SALVADOR. (Tel. 219667.) (Telex 201-3010233 a/b Prodsalv.)
(*Postal address: Embajada Britanica, Apartado* 601, *San Salvador, El Salvador, Central America.*)

ETHIOPIA – Mr. F. W. W. Murray, M.B.E., First Secretary (Commercial), British Embassy, Premjee Building, Churchill Avenue, P.O. Box 858, ADDIS ABABA. (Tel. 11912.)

ERITREA – Mr. J. Bromley, M.V.O., Consul, British Consulate, Shoa Banin Building, Av. Haile Selassie I, P.O. Box 254, ASMARA. (Tel. 10131/2.)

FINLAND – Mr. D. N. Royce, Counsellor (Commercial), British Embassy, Korkeavuorenkatu 34, HELSINKI 13. (Tel. 12574 and 632826.) (Telex 2059-121122 a/b Britform, HKI.)

FORMOSA – Mr. R. Brereton, Deputy Consul, British Consulate, Chung Cheng Road, TAMSUI. (Tel. 2.)

FRANCE – Mr. F. C. Everson, C.M.G., H.M. Minister (Economic), British Embassy, 35 Rue du Faubourg St. Honoré, PARIS 8e. (Tel. 265.27.10/5; 265.06.20/4.) (Telex 2022-20943 a/b Inform, Paris.)

BORDEAUX – Mr. D. G. Mitchell, M.B.E., Consul, British Consulate, 15 Cours de Verdun, 33, Bordeaux. (Tel. 52-28-35/6.)

LILLE – Mr. J. K. Blackwell, C.B.E., Consul-General, British Consulate-General, 60 Boulevard de la Liberté, Lille (Nord.) (Tel. 57.35.49 and 57.01.77.)

LYONS – Mr. J. O. McCormick, C.M.G., M.C., Consul-General, British Consulate-General, 24 Rue Childebert, Lyons (2e), Rhone. (Tel. 37.59.67/8.) (Telex 2022-33254 a/b Britain, Lyon.)

MARSEILLES – Mr. P. Murray, C.M.G., Consul-General, British Consulate-General, 24 Avenue du Prado, 13 Marseilles 6 (Bouches du Rhone.) (Tel. 37.68.54 and 37.66.95.) (Telex 2022-42307 a/b Britain, Marsl.)

STRASBOURG – Mr. J. S. A. Selwyn, O.B.E. Consul-General, British Consulate-General, 10 Rue du General de Castelnau, B.P. 42, Strasbourg (Bas Rhin). (Tel. 36.64.91.) (Telex 2022-87995 a/b Bristra, Strbg.)

GAMBIA – Mr. D. Higgins, Second Secretary, British High Commission, 78 Wellington Street, P.O. Box 507, BATHURST. (Tel. 244/6.)

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DUSSELDORF – Mr. R. H. Link, Consul (Commercial), British Consulate-General, Cecilienallee 14 and 16, 4000 Dusseldorf. (Tel. 434281-5.) (Telex 203-8-584855 a/b Comb. D.)

FRANKFURT – Mr. J. D. Lewis, Consul (Commercial), British Consulate-General, Zeppelinallee 47, 6000 Frankfurt/Main. (Tel. 773251-5.)

HAMBURG – Mr. K. W. Chesterman, Consul (Commercial), British Consulate-General, Harvestehuderweg 8a, 2000 Hamburg. (Tel. 451351-5.) (Telex 203-213562 a/b BRHBGHD.)

MUNICH – Mr. K. J. Green, Consul (Commercial), British Consulate-General, Akademiestrasse 7-9, 8000 Munich. (Tel. 348094/5.)

STUTTGART – Mr. R. K. Robertson, Consul (Commercial), British Consulate-General, Konigstrasse 45, 7000 Stuttgart. (Tel. 293216/8.)

GHANA – Mr. A. H. Birch, O.B.E., Counsellor (Economic and Commercial), British High Commission, Barclays Bank Building, High Street, P.O. Box 296, ACCRA. (Tel. 64651.) (Telex 201-239 a/b Ukrep, Accra.) (The P.O. Box number must be used for all correspondence.)

GREECE – Mr. J. C. Petersen, Counsellor (Commercial), British Embassy, Gennadiou 4, ATHENS, 140. (Tel. 710621/2/3.) (Telex 201-378 a/b Britform Athinai.)

SALONIKA – Mr. J. E. R. Little, O.B.E., Consul-General, British Consulate-General, P.O. Box 332, 11 King Constantine Avenue. (Tel. 77982 and 78006.)

GUATEMALA – Mr. F. S. Trew, Consul, British Consulate, 11 Calle No. 3-27, P.O. Box 8, GUATEMALA CITY. (Tel. 24-6-04, 27-3-05 & 21-4-63.)

GUYANA – Mr. M. D. W. McCann, M.B.E., First Secretary (Commercial), British High Commission, 44 Main Street. P.O. Box 625, GEORGETOWN. (Tel. 2881/3.)

HONDURAS – Mr. H. Gilmartin, First Secretary and Consul, British Embassy, Apartado 290, Avenida La Paz, TEGUCIGALPA. (Tel. 2-0479/80.)

HONG KONG – Mr. M. P. V. Hannam, Principal British Trade Commissioner, P.O. Box 528, 707 Shell House, Queen's Road Central, HONG KONG. ('Uktrade, Hong Kong.') (Tel. 230176-8.)

HUNGARY – Mr. H. J. Bowe, First Secretary (Commercial), British Embassy, Harmincad Utca 6, BUDAPEST V. (Tel. 182-880.) (Telex 2048-0270 a/b Prodrome BPEST.)

ICELAND – Mr. C. Spearman, First Secretary, British Embassy, Laufasvegur 49, REYKJAVIK. (Tel. 15883/4.)

INDIA – Mr. J. A. Turpin, C.M.G., H.M. Minister (Economic and Commercial); Mr. G. L. Simmons, Counsellor (Commercial); British High Commission in India, Chanakyapuri, NEW DELHI 21. (Tel. 70371.)

CALCUTTA – Mr. R. G. Marlow, Counsellor (Commercial), Office of the British Deputy High Commissioner, 1 Harington Street, Calcutta, 16. (Tel. 44-5171.)

BOMBAY – Mr. J. H. Fawcett, First Secretary (Commercial), Office of the British Deputy High Commissioner, P.O. Box 815, Mercantile Bank Buildings, Mahatma Gandhi Road, Fort, Bombay, 1. (Tel. 255391-6.)

MADRAS – Mr. M. W. R. Mustoe, First Secretary (Commercial), Office of the British Deputy High Commissioner, P.O. Box 5218, 150A Mount Road, Madras, 2. (Tel. 83136.)

INDONESIA – Mr. I. A. C. Kinnear, First Secretary (Commercial), British Embassy, Djalan Iman Bondjol No. 2, DJAKARTA. (Tel. 45.867.)

IRAN – Mr. P. Wilkinson, Counsellor (Commercial), British Embassy, Avenue Ferdousi, TEHRAN. (Tel. 45011/4.)

IRAQ – Mr. H. St. J. B. Armitage at the British Embassy, Beirut is available to give any advice he can to businessmen visiting Iraq.

IRISH REPUBLIC – Mr. G. Miles, First Secretary (Commercial), British Embassy, 30 Merrion Square, DUBLIN, 2. (Tel. 65678/9.) (Telex 2027-5296 a/b Ukrep, Dublin.)

ISRAEL – Mr. G. B. Chalmers, First Secretary (Commercial), British Embassy, 3 Rehov Rembrandt, TEL AVIV. (Tel. 244111-3.)

ITALY – Mr. J. A. Ford, C.M.G., M.C., Counsellor (Commercial), British Embassy, Villa Wolkonsky, Via Conte Rosso, 25, ROME. (Tel. 776551-6.) (Telex 2023-61049 a/b 61049 Prodrome.)

MILAN – Mr. W. Sharpe, O.B.E., Consul (Commercial), British Consulate-General, Via F.Ili Gabba 1/a, Milan I 20121. (Tel. 862.490 and 862.492.) (Telex 2023-31528 a/b 31528 Britain.)

BARI – Mr. M. W. P. Cronly-Dillon, Consul (Commercial), British Consulate, Corso Vittoria Emanuele 147, Bari I 70122. (Tel. 211.504.)

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GENOA – Mr. H. Blackstone, M.B.E., Vice-Consul (Commercial), British Consulate-General, Via Fieschi 8-12, Genoa I 16121. (Tel. 564.833-5.)

NAPLES – Mr. D. McFarlane, C.B.E., Consul-General, British Consulate-General, Via Francesco Crispi, 122, Naples. (Tel. 303.883, 308.320 and 382. 482.)

PALERMO – Mr. J. M. Leadbitter, O.B.E., Consul, British Consulate, Palazzo Vassallo, Via Marchese di Villabianca 9, Palermo I 90143. (Tel. 253364-6.)

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Embassies – 'Prodrome' followed by the town name.

Consular offices – 'Britain' followed by the town name.

High Commission offices – 'Ukrep' followed by the town name.

TURIN – Mr. J. J. Sinclair, Consul, British Consulate, 1 Corso Vittorio Emanuele (corner of Corso Massimo d'Azeglio), Turin I 10125. (Tel. 657676/7.)

VENICE – Mr. W. Hickson, Consul, British Consulate, P.O. Box No. 469, Accademia 1051, Dorsoduro, Venice. (Tel. 27408 and 27207.)

IVORY COAST – Mr. W. H. Lamport, Second Secretary (Commercial), British Embassy, Fifth Floor, Immeuble Shell, Avenue Lamblin, ABIDJAN. (Postal address: Boite Postale 2581, Abidjan.) (Tel. 266-15 and 266-16.) (Telex 201-706 a/b Prodrome Abidjan.)

JAMAICA – Mr. M. E. Browne, Senior Commercial Secretary, British High Commission, P.O. Box 393, Barclays Bank Building, King Street, KINGSTON, Jamaica. ('Britcom, Kingston.') (Tel. 22461/3.) (Telex 29-JA10 a/b Ukrep, Kingston.)

JAPAN – Mr. H. A. H. Cortazzi, Counsellor (Commercial), British Embassy, 1 Ichibancho, Chiyoda-ku, TOKYO. (Tel. 261-5551.)

OSAKA – Mr. J. L. W. Hobbs, Consul (Commercial), British Consulate-General, Hongkong Bank Building, 45 Awajicho, 4-chome, Higashi-ku, Osaka. (Tel. 231-3355/7.)

JORDAN – Mr. G. W. Hopcroft, First Secretary (Commercial), Commercial Section, British Embassy, King Hussein Street, P.O. Box 6062, AMMAN. (Tel. 37374/5.)

KENYA – Mr. J. L. Beaven, First Secretary (Commercial), British High Commission in Kenya, P.O. Box 30133, Ground Floor, Cotts House, Warbera Street, NAIROBI. (Tel. 28791.) (Telex 201-20219 a/b Ukrep, Nairobi.)

KOREA – Mr. G. T. P. Marshall, Second Secretary (Commercial), British Embassy, No. 4 Chong Dong, Sudabi Con, SEOUL. (Tel. 220041/2.)

KUWAIT – Mr. B. L. Strachan, First Secretary (Commercial), British Embassy, Burgan House, Fahades Salem Street, P.O. Box No. 300, KUWAIT. (Tel. 39221/2.)

LAOS – Mr. H. D. A. C. Miers, First Secretary (Commercial), British Embassy, Rue J. Nehru, P.O. Box 224, VIENTIANE. (Tel. 2333 and 2374.)

LEBANON – Mr. F. W. J. Cooper, First Secretary (Commercial), British Embassy, Avenue de Paris, Ras Beirut, BEIRUT. (Tel. 221550-3, 225615, 232195.)

LESOTHO – Mr. J. M. Brown, Deputy High Commissioner, British High Commission, P.O. Box 521, MASERU. (Tel. 2561.) (Telex 201-2MS Maseru a/b 2MS Highcom.)

LIBERIA – Mr. E. R. C. Holland, First Secretary (Commercial) and Consul, British Embassy. P.O. Box 120, 'Mamba Point', MONROVIA. (Tel. 21055, 21107.) (Telex 201-216 a/b Prodrome MVIA.)

LIBYA – TRIPOLITANIA and LIBYA as a whole: Mr. J. E. Reeve, First Secretary (Commercial), British Embassy in Libya, 30 Sciara Adrian Pelt, TRIPOLI, Libya. (For correspondence: Commercial Section, British Embassy, British Forces Post Office No. 57.) (Tel. 31191.) For CYRENAICA only: Mr. C. Dyer, Second Secretary, British Embassy in Libya, Sharia Omar Scennib 15-19, BENGHAZI. (For correspondence: Commercial Section. British Embassy, British Forces Post Office, No. 55.) (Tel. 2118/2119/2120.)

LUXEMBOURG – Mr. J. R. Wraight, C.M.G., Counsellor (Commercial), British Embassy, 16 Boulevard F. D. Roosevelt, LUXEMBOURG. (Tel. 233-44, 237-34, 286-66.) (Telex 2058-443 a/b Prodrome Lux.)

MADEIRA – Mr. G. Blandy, Hon. British Consul, British Consulate, 5, Avenida Dr. Manuel d'Arriaga, FUNCHAL. (Tel. 21221.)

MALAGASY REPUBLIC (MADAGASGAR) – Mr. M. J. M. Pitchen, Commercial Attaché, British Embassy, 41 Rue Choiseul, Boite Postale 167, TANANARIVE. (Tel. 206-50.) (Telex 201-226 a/b Prodrome TANNA.)

MALAWI – Mr. R. W. Howell, Second Secretary (Commercial), British High Commission, P.O. Box 479, Victoria Avenue, Fotheringham Road, BLANTYRE. (Tel. 8456.)

MALAYSIA – Mr. L. E. M. Taylor, Counsellor (Commercial); Mr. E. J. E. Newbold, First Secretary (Commercial), British High Commission in Malaysia, P.O. Box 577, 3rd Floor, Police Co-operative Building, 1, Jalan Suleiman, KUALA LUMPUR. (Tel. 81901/10.) (Telex 201-275 a/b UKIMFR KL.)

JESSELTON – Mr. H. B. Herring, Second Secretary (Commercial), Office of the British Deputy High Commissioner in Eastern Malaysia, P.O. Box 824, 5th Floor, Wing on Life Assurance Building, Chester Street, Jesselton, Sabah. (Tel. 4424, 4456/7.) (Telex 201-209 a/b Ukrep, JSN.)

KUCHING – Mr. T. Duffy, First Secretary (Commercial), Office of the British Deputy High Commissioner in Eastern Malaysia (Kuching), Overseas Chinese Bank Building, Khoo Hun Yeang Street, Kuching, Sarawak. (Tel. 3373/4.) (Telex 201-201 a/b Ukrep, Kuching.)

MALTA – Mr. A. J. Salmon, First Secretary (Commercial), British High Commission, 7 St. Anne Street, FLORIANA. (Tel. Central 21285/6/7.) (Telex 201-249 a/b Ukrep, Malta.)

MEXICO – Mr. J. S. Chick, First Secretary (Commercial), British Embassy, Lerma 71, Cuauhtemoc, P.O. Box 96 Bis., MEXICO CITY 5 D.F. (Tel. 11.48.80/85.) (Telex 29-0177894 a/b Prodrome, Mex.)

MOZAMBIQUE (Portuguese East Africa) – Mr. H. J. Downing, Consul-General, British Consulate-General, 310 Avenida Augusto do Castilho, P.O. Box 55, LOURENCO MARQUES. (Tel. 6011/2.)

MONGOLIA – Mr. R. Heath Mason, C.M.G., O.B.E., H.M. Ambassador, British Embassy, P.O. Box No. 703, ULAN BATOR, The People's Republic of Mongolia. (Tel. 70531.)

MOROCCO

RABAT – Mr. E. H. Noble, M.B.E., First Secretary (Commercial), British Embassy, 28 bis Avenue Allal ben Abdullah, Boite Postale 45, Rabat. (Tel. 20905/6; 31403/4 and 32996.) (Telex 29-31022 a/b Prodrome Rabat.)

CASABLANCA – Mr. P. M. Johnston, C.B.E., Consul-General, British Consulate-General, 60 Boulevard d'Anfa, Boite Postale 762, Casablanca. (Tel. 614.40/1.)

MOROCCO, *continued*

TANGIER – Mr. J. G. W. Ramage, Consul-General, British Consulate-General, B.P. 2033 (Socco), 52 Rue d'Angleterre, Tangier. (Tel. 15895-7.)

MUSCAT and OMAN – Mr. D. Pragnell, Vice-Consul, British Consulate-General, Muscat. (Tel 271.)

NEPAL – Mr. G. F. Kinnear, First Secretary and Consul, British Embassy, Lain Chaur, P.O. Box No. 106, KATMANDU. (Tel. 11081, 11588/9.)

NETHERLANDS – Mr. G. L. Pearson, M.C., Counsellor (Commercial), British Embassy, Lange Voorhout 32, THE HAGUE. (Tel. 182660-4.) (Telex 2021-31600 a/b Prodrome Hague.)

AMSTERDAM – Mr. R. G. Dundas, C.B.E., Consul-General, British Consulate-General, Herengracht 460. (Tel. 233229 and 233490.)

ROTTERDAM – Mr. J. O. May, C.B.E., Consul-General, British Consulate-General, Parklaan 18. (Tel. 131555 and 138762.)

NEW ZEALAND – Mr. J. L. Reading, C.M.G., Counsellor (Commercial); Mr. C. McLean, M.B.E., First Secretary (Commercial), British High Commission, P.O. Box 369, Government Life Insurance Building, Customhouse Quay, WELLINGTON, C.1. (Tel. 46-060.) (Telex 2607-NZ3325 a/b NZ3325.)

AUCKLAND – Mr. C. E. Dymond, C.B.E., Counsellor-in-charge, British High Commission, 9th Floor, Norwich Union Building, Queen Street, Auckland, C.1. (Postal address: Private Bag, Auckland, C.1.) (Tel. 42-833 and 49-646.)

CHRISTCHURCH – Mr. J. R. Bolton, First Secretary-in-charge, British High Commission, P.O. Box 1762, 112 Hereford Street, Christchurch. ('Tradcom, Christchurch.') (Tel. 30-143.)

NICARAGUA – Mr. R. S. Ford, First Secretary and Consul, British Embassy, 3rd Floor, Bank of London and Montreal, Avenida Roosevelt, 208, MANAGUA, D.N. (Postal address: Apartado 13, Managua, D.N., Nicaragua.) (Tel. 5301/2.) (Telex 201-3420028 a/b Prodmgr 3420028.)

NIGERIA – Mr. L. P. F. L'Estrange, O.B.E., Counsellor (Commercial); Mr. M. Z. Wasilewski, First Secretary (Commercial); British High Commission in Nigeria, Kajola House, 62-64 Campbell Street, Lagos. (Postal address: Private Mail Bag 2060, G.P.O., Lagos, Nigeria.) (Tel. 26441.) (Telex 201-247 a/b Ukrep, Lagos.)

ENUGU – Mr. D. F. P. Williams, First Secretary (Consular & Commercial) Office of the British Deputy High Commissioner, P.O. Box 357, Garden Avenue, Enugu. (Tel 3216.)

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NORWAY – Mr. C. G. Harris, C.M.G., Counsellor (Commercial), British Embassy, Thomas Heftyesgate 8, OSLO, 2. (Tel. 56.38.90.) (Telex 2025-1575 a/b Prodoslo.)

BERGEN – Miss F. M. Young, Consul, British Consulate, Slottsgaten 1. (Tel. 10990.)

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LAHORE – Mr. D. R. Collard, First Secretary (Economic), Office of the British Deputy High Commissioner, P.O. Box 416, First Floor, Gardee Trust Building, Napier Road, Lahore, West Pakistan. (Tel. 62266.)

IMPORTANT

THE INFORMATION given in this list **is intended for the benefit of exporters travelling abroad. All commercial inquiries should be addressed initially to the nearest Regional Office of the Board of Trade (see list on page viii) or to Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel 01-248 5757) (Telex 25977).** A great deal of overseas commercial information is on record and can be supplied immediately.

DACCA – Mr. T. W. Robinson, First Secretary (Commercial), Office of the British Deputy High Commissioner in East Pakistan, D.I.T. Building, Dilkusha, P.O. Box 90, Dacca 2, East Pakistan. (Tel. 44216/8, 43251/3.)

CHITTAGONG – Mr. J. H. Chaplin, First Secretary (Economic), Office of the British Deputy High Commissioner in East Pakistan, P.O. Box 19, Chamber of Commerce Building, Quaid-e-Azam Road, Chittagong, East Pakistan. ('Britradcom, Chittagong.') (Tel. 5971/2.)

PANAMA – Mr. D. G. Allen, First Secretary and Consul, British Embassy, Via Espana 120, PANAMA CITY. (Postal address: Box B, Balbao Post Office, Canal Zone, Panama.) (Tel. 3-0453.) (Telex 201-3481020 a/b Propana.)

PARAGUAY – Mr. S. Stephenson, First Secretary (Commercial) and Consul, British Embassy, 25 de Mayo 171, ASUNCION. (Postal address: Casilla de Correo 404, Asuncion.) (Tel. 49146.) (Telex 201-039 a/b Prodrome ASN.)

PERU – Mr. H. D. G. Collings, First Secretary (Commercial), British Embassy, P.O. Box 854, Edificio Washington – 12th Floor, Plaza Washington, (sexta cuadra), Avenue Arequipa, LIMA. (Tel. 83830.) (Telex 201-WLA 5230 a/b Prodrome, Lima.)

PHILIPPINES – Mr. L. S. Ross, O.B.E., First Secretary (Commercial), British Embassy, P.O. Box 295, 1414 Roxas Boulevard, 8th Floor, MANILA. (Tel. 5-24-61.) (Telex 201-MN 3282 a/b Prodrome MN 3282.)

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PORTUGAL – Mr. S. J. Aspden, M.B.E., First Secretary (Commercial), British Embassy, Rua de S. Domingos a Lapa 37, LISBON 3. (Tel. 661191/5.)

OPORTO – Mr. B. C. MacDermot, C.B.E., M.V.O., Consul-General, British Consulate-General, Palacio Atlantico, 7th Floor, Praca D. Joao I, 28. (Tel. 22442/3.)

QATAR – Mr. A. J. Ward, Consular and Commercial Officer, H.M. Political Agency, P.O. Box 3, DOHA. ('Political, Qatar.') (Tel. 22637.) (Telex 201-315 a/b. Political Doha.)

RUMANIA – Mr. A. Rendall, First Secretary (Commercial), British Embassy, 24, Strada Jules Michelet, BUCHAREST. (Tel. 11:16: 35/6.) (Telex 29-011-295 a/b Prodrome BUC.)

SAUDI ARABIA – Mr. R. McGregor, First Secretary (Commercial), British Embassy, P.O. Box 393, JEDDA. (Tel. 2544 and 3409.)

SENEGAL – Mr. J. H. Bailey, Second Secretary (Commercial) and Consul, British Embassy, 20 Rue du Docteur Guillet, B.P. 6025, DAKAR. (Tel. 22383.) (Telex 201-548 a/b Prodrome, DKR.)

SIERRA LEONE – Mr. G. Rutherford, Second Secretary (Commercial), Office of the British High Commissioner, B.W.A. Building, Oxford Street, FREETOWN. (Postal address: Private Mail Bag C/o, G.P.O., Freetown.) (Tel. 3961-6.)

SINGAPORE – Mr. L. F. Hope, First Secretary (Head of Commercial Section), British High Commission, P.O. Box 620, 5th Floor, Maritime Building, Collyer Quay, SINGAPORE, 1. (Tel. 95016.)

SOUTH AFRICA, REPUBLIC OF – Mr. D. A. Bryan, C.M.G., O.B.E., H.M. Minister (Economic); Mr. F. S. Fielding, O.B.E., First Secretary (Commercial), British Embassy, 6 Hill Street, PRETORIA. (Tel. 74-3121.) (Telex 201-PX1 a/b PI-44-641 PA.)

CAPE TOWN – Mr. H. Niblock, Consul (Commercial), British Consulate-General, 11th Floor, African Life Centre, 2 St. Georges Street, P.O. Box 500, Cape Town. (Tel. 3-7266/9.) (Telex 201-CX 5-7301 a/b 5-7301 CT.)

JOHANNESBURG – Mr. J. T. Hyslop, Consul (Commercial), British Consulate-General, 8th Floor, B.P. Centre, corner Harrison, Kerk and Loveday Streets, P.O. Box 10101, Johannesburg. ('Britconsul, Johannesburg.') (Tel. 834-6411.) (Telex 201-43-7115 JH a/b 43-7115 JH.)

DURBAN – Mr. M. J. A. P. Sullivan, Consul (Commercial), British Consulate-General, 7th Floor, Barclays Bank Building, Field Street, Durban. (Tel. 313131 (five lines.)) (Telex 201-6-7428 a/b 6-7428 DN.)

PORT ELIZABETH – Mr. D. S. Cross, Consul, British Consulate, The Standard Bank Building, 7th Floor, 32/36 Main Street, P.O. Box 917, Port Elizabeth. (Tel. 2-9549/50.)

SPAIN – Mr. M. H. M. Reid, Counsellor (Commercial), British Embassy, Fernando el Santo 16, MADRID, 4. (Tel. 219.02.00 (9 lines.)) (Telex 29-7656 a/b 7656 Ingla E.)

BARCELONA – Mr. D. H. Clibborn, C.M.G., Consul-General, British Consulate-General, Calle Junqueras 18, Apartado de Correos 1401, Barcelona, 3. (Tel. 2220791.)

BILBAO – Mr. S. H. Anstey, Consul, British Consulate, 30 Gran Via. (Tel. 214780 and 214789.)

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VALENCIA – Mr. G. W. Woodrow, Consul, British Consulate, Calle Coronista Carreres 1, 4a, Valencia 3. (Tel. 21-12-75.)

VIGO – Mr. A. S. Lindsay, M.B.E., Consul, British Consulate, Plaza de Compostela No. 23-6°, 6th Floor, P.O. Box 49. (Tel. 211450.)

PALMA DE MALLORCA – Mr. T. G. Ravensdale, C.M.G., Consul, British Consulate, Calle General Mola, 6, 3° (28), Palma de Mallorca. (Tel. 1.20.85.)

LAS PALMAS – Mr. A. J. Ronalds, C.B.E., Consul, British Consulate, Muelle de Sta. Catalina, Puerto de la Luz, Apartado 2020, Las Palmas, Gran Canaria, Canary Islands. (Tel. Las Palmas 264372.)

SANTA CRUZ – Mr. E. L. Fox, O.B.E., Consul, British Consulate, La Marina 7, Apartado 109, Santa Cruz, Teneriffe, Canary Islands. (Tel. 242000.)

SUDAN – Mr. G. F. N. Reddaway, C.B.E., Counsellor (Commercial), British Interests Section, Italian Embassy, P.O. Box 801, New Aboulela Building, Barlaman Avenue, KHARTOUM. (Tel. 70760, 70766-9.)

SWEDEN – Mr. K. E. Mackenzie, Counsellor (Commercial), British Embassy, Skarpogatan 6, STOCKHOLM. (Tel. 67.01.40.) (Telex 2024-1340 a/b Prodrome STH.)

GOTHENBURG – Mr. P. D. Stobart, M.B.E., Consul-General, British Consulate-General, Ostra Larmgatan 16, Gothenburg, C. (Tel. 13.62.77.)

MALMO – Mr. R. F. G. Taylor, M.B.E., Consul, British Consulate, Lilla Nygatan 11, Malmö C. (Tel. 126625.)

SWITZERLAND – Mr. H. B. C. Keeble, Counsellor (Commercial), British Embassy, Thunstrasse 50, 3005 BERNE. (Tel. (031) 44.50.21/8.) (Telex 2052-32687 a/b Prodrome Berne.)

BASLE – Mr. A. M. Fluhmann, O.B.E., Consul, British Consulate. P.O. Box No. 851, Rittergasse 35, 4001 Basle. (Tel. (061)23.58.43.)

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ZURICH – Mr. J. M. Walsh, C.M.G., O.B.E., Consul-General, British Consulate-General, Dufourstrasse 56, 8008 Zurich. (Tel. (051) 34.40.42.) (Telex 2052-54260 a/b Britain, Zurich.)

SYRIA – Mr. H. St. J. B. Armitage at the British Embassy, Beirut is available to give any advice he can to businessmen visiting Syria.

THAILAND – Mr. W. J. Watts, First Secretary (Commercial), British Embassy, Ploenchit Road, BANGKOK. (Tel. 57091-3.)

TOGO – Mr. E. M. Smith, B.E.M., First Secretary and Head of Chancery, British Embassy, Boulevard Circulaire, Boite Postale 892, LOME, Republic of Togo. (Tel. 2085.) (Telex 201-210 a/b Prodrome, Lomé.)

TRINIDAD AND TOBAGO – Mr. H. B. McKenzie Johnston, Counsellor (Commercial), British High Commission, Furness House, 90 Independence Square, P.O. Box 225, PORT OF SPAIN, Trinidad. (Tel. 52861/6.) Telex 29-POS 52342 a/b POS 52342.)

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ABU DHABI – Mr. M. J. Copson, Commercial Officer, H.M. Political Agency, P.O. Box 248, Abu Dhabi.

TUNISIA – Mr. B. Sparrow, Second Secretary (Commercial), British Embassy, 5 Place de la Victoire, TUNIS. (Tel. 240.259, 240.292.)

TURKEY – Mr. R. P. Pinsent, Counsellor (Commercial), British Embassy, Sehit Ersan Caddesi, 46a, Cankaya, ANKARA. (Tel. 12.10.90-5.)

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UGANDA – Mr. J. R. Leeland, First Secretary (Commercial), British High Commision, P.O. Box 2894, 10-12 Obote Avenue, KAMPALA (Tel. 57054/9.) (Telex 201-4106 a/b Ukrep, Kampala.)

UNITED ARAB REPUBLIC (Egypt) – Mr. R. M. Tesh, The Canadian Embassy, British Interests Section, Kasr-el-Dubara, Garden City, CAIRO. (Tel. 20850.)

UNITED STATES

WASHINGTON – Mr. E. A. Midgley, C.M.G., M.B.E., H.M. Minister (Commercial); Mr. P. Ridley, Counsellor (Commercial); Mr. M. J. E. Fretwell, O.B.E., First Secretary (Commercial); British Embassy, 3100 Massachusetts Avenue, N.W. Washington, D.C. 20008. (Tel. HO 2-1340.) Area Code 202, (Telex 20660-892370 a/b Prodrome, WSH.)

NEW YORK – Mr. R. Arculus, Director of Trade Development and Deputy Consul-General (Commercial), British Consulate-General, 845 Third Avenue, New York, N.Y. 10022. (Postal address: P.O. Box 3434, New York 17, N.Y.) (Tel. PL 2-8400.) Area Code 212. (Telex 2064-420543 a/b Prodrome or 20660-12-6919 a/b Prodrome NYK.)
[New York is the senior commercial post. Export Credits Guarantee Department's representative in N. America, Mr. R. F. L. Martin, is at the same address.]

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CHICAGO – Mr. L. C. W. Figg, M.B.E., Deputy Consul-General (Commercial), British Consulate-General, 33 N. Dearborn Street, Chicago, Ill.60602. (Tel. 346-1810.) Area Code 312. (Telex 2063-254432 a/b Britain CGO.)

CLEVELAND – Mr. J. E. T. Thorne, Consul (Commercial), British Consulate-General, 1828 Illuminating Building, 55 Public Square, Cleveland, Ohio 44113. (Tel. 621-7674.) Area Code 216.

DALLAS – Mr. O. B. Mackie, Vice-Consul (Commercial), British Government Trade Office, 813 Stemmonds Tower West, 2730 Stemmonds Freeway, Dallas, Texas 75207. ('Britrade, Dallas.') Tel. ME7-3600.) Area Code 214.

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DETROIT – Mr. F. W. Busby, Consul-(Commercial), British Consulate-General, 1008 Detroit Bank and Trust Building, 211 Fort Street West, Detroit, Michigan 48226. (Tel. 962-4776.) Area Code 313.

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HOUSTON – Mr. A. L. Kettles, Consul, British Consulate-General, 1005 World Trade Centre, 1520 Texas Avenue, Houston, Texas 77002. (Tel. CA3-2301/2/3/4.) Area Code 713.

LOS ANGELES – Mr. G. L. Scullard, Consul (Commercial), British Consulate-General, 3324 Wilshire Boulevard, Los Angeles, California 90005. (Tel. DU 5-7381.) Area Code 213. (Telex 2065-677421 a/b Britain LSA.)

MIAMI – Mr. F. J. Pelly, M.B.E., Consul, British Consulate, 932 Ingraham Building, 25, S.E. Second Avenue, Miami, Florida, 33131. (Tel. 371-7544/5/6.) Area Code 305.

MINNEAPOLIS – Mr. E. H. Harrison, M.B.E., Vice-Consul (Commercial), British Government Trade Office, 1209, First National Bank Building, Minneapolis, Minnesota, 55402. (Tel. 335-0921.) Area Code 612.

NEW ORLEANS – Mr. J. E. Litchfield, Vice-Consul, British Consulate-General, Suite 1501, 225 Baronne Street, New Orleans, 12, Louisiana 70112. (Tel. 522-3144/5/6.) Area Code 504.

PHILADELPHIA – Mr. P. Manning-Smith, Vice-Consul (Commercial), British Consulate-General, 12 South 12th Street, Philadelphia, Pennsylvania 19107. (Tel. WA 5-2430.) Area Code 215.

PORTLAND – Mr. N. R. Prickett, M.B.E., Vice-Consul, British Consulate, 715 World Trade Building, 333 S.W. Oak Street, Portland, Oregon 97204. (Tel. 227-5669.) Area Code 503.

SAN JUAN – Mr. B. W.Gordon, Consul, British Consulate, P.O. Box 1307, Banco Popular Centre, 10th Floor (Room 1024), Hato Rey, San Juan 2, Puerto Rico 00902. (Tel. 767-4435.)

ST. LOUIS – Mr. F. M. Taylor, M.B.E., Vice-Consul, (Commercial), British Consulate-General, Shell Building, 1221 Locust Street, St. Louis, Missouri 63103. (Tel. MA 1-4688/9.) Area Code 314.

SAN FRANCISCO – Mr. T. Gatty, Consul (Commercial), British Consulate-General, Hong Kong Bank Building, 160 Sansome Street, San Francisco, California 94104. (Tel. YU 1-3030.) Area Code 415.

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[There is also a Vice-Consul at Baltimore and an Honorary Consul at Norfolk, who will be glad to see British business visitors.]

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U.S.S.R. – Mr. A. K. Rothnie, C.M.G., Counsellor (Commercial), British Embassy, Moscow. Mr. Rothnie receives all visitors at his offices, Kutuzovsky Prospekt 7/4, MOSCOW G-248. (Tel. 41-10-33 and 41-10-34.) (Telex 29-985 a/b Prodrome Moscow.) All correspondence should be addressed to him at Naberezhnaya Morisa Toreza 14, Moscow 12.

IMPORTANT

THE INFORMATION given in this list **is intended for the benefit of exporters travelling abroad. All commercial inquiries should be addressed initially to the nearest Regional Office of the Board of Trade (see list on page viii) or to Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757) (Telex 25977).** A great deal of overseas commercial information is on record and can be supplied immediately.

VIETNAM – Mr. R. F. Stimson, Second Secretary (Commercial), British Embassy, 25 Boulevarde Thong Nhut, P.O. Box No. 1, SAIGON. (Tel. 23341/2.)

VENEZUELA – Mr. K. D. Jamieson, Counsellor (Commercial), British Embassy, 12th Floor, Avenida La Estancia No. 10, Cuidad Comercial Tamanaco, CARACAS. (Postal address: Apartado 1246, Caracas.) (Tel. 33.83.55/59.) (Telex 201-768 a/b 768 Procaracas.)

YUGOSLAVIA – Mr. J. A. Molyneux, Counsellor (Economic/Commercial), British Embassy, Ulica Generala Zdanova 46, BELGRADE. (Tel. 23536.) (Telex. 29-11468 a/b 11468 YU Probel.)

ZAGREB – Mr. A. R. K. Mackenzie, Consul-General, British Consulate-General, Ulica Ilica 12. (Tel. 37.627.) (Postal address: Britanski Generalri Konzulat, Zagreb, C.2)

ZAMBIA – Mr. P. G. P. D. Fullerton, First Secretary (Commercial), British High Commission, Waddington Road, P.O. Box RW50, LUSAKA. (Tel 72097.) (Telex 201-4115 a/b Ukrep LS 4115.)

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AFRICA, SOUTH WEST: Mr. M. A. Isaacson, P.O. Box 29, Windhoek, South West Africa. (Tel. 7983.)

BERMUDA: Mr. Robt. C. Law, c/o Visitors' Advice Bureau, Hamilton. (Tel. 1-2038.)

BRITISH HONDURAS: The Principal Secretary, Ministry of Natural Resources and Trade, Paslow Building, P.O. Box 464, Belize City.

BRUNEI: The Controller of Customs, Brunei.

FALKLAND ISLANDS: The Colonial Secretary, Stanley.

FIJI: Commerce and Industries Officer, The Secretariat, Victoria Parade, G.P.O. 2018, Suva.

GIBRALTAR: Mr. E. H. Davis, O.B.E., The Financial Secretary, Government Secretariat, Gibraltar. (Tel. A.4580.)

GILBERT AND ELLICE ISLANDS COLONY: The Accountant-General, Tarawa, Gilbert Islands.

HAITI: Hon. British Consul and Trade Correspondent, The Shell Co. (West Indies) Ltd., P.O. Box 1302, PORT-AU-PRINCE. (Tel. 3472.)

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NEW HEBRIDES: Mr. C. H. Allen, OBE, Resident Commissioner, Vila.

SAMOA: Mr. P. W. H. Kelly, c/o Western Samoa Trust Estate Corporation, P.O. Box 181, Apia, Western Samoa.

SEYCHELLES: Registrar of Co-operative Societies, Victoria, Mahé, Seychelles.

ST. HELENA: The Collector of Customs, St. Helena.

SOLOMON ISLANDS, BRITISH PROTECTORATE: Collector of Customs, Box G.20, Honiara, Guadalcanal, Western Pacific.

TASMANIA: Mr. W. T. Loney, National Mutual Buildings, 119 Macquarrie Street, Hobart. (Postal address: GPO Box 1068L. GPO, Hobart.) (Tel. Hobart 2-2776/7.)

TONGA: British Commissioner and Consul, H.B.M.'s Agency and Consulate, Nukualofa.

TURKEY (South-East only): Mr. A. N. Gulalp (British Commercial Correspondent), Tuzcuoglu, Ziya Pasa Bulvari 135, Adana. (Tel. 1072.)

Market Information

for businessmen going abroad

To business travellers abroad economy of time is a vital factor. In important centres in all overseas countries there are British Commercial Diplomatic Officers who are ready to assist and save valuable time by advising on local market conditions for all kinds of products in which visitors are interested, by providing information about customs duties and import regulations, by helping to find suitable agents or representatives and in various other ways.

All businessmen going abroad are urged to make use of these facilities. If they will first consult the Export Services Branch, any Regional Office of the Board of Trade, or the Ministry of Commerce, Northern Ireland, arrangements can be made for the appropriate officers in the countries they intend to visit to be furnished in advance with details of their requirements.

Get in touch with

Export Services Branch, Board of Trade

HILLGATE HOUSE, 35 OLD BAILEY, LONDON E.C.4. TELEPHONE: 01-248 5757

Guide to countries in which towns are situated

Place	Country
Abidjan	Ivory Coast
Abu Dhabi	Trucial States
Accra	Ghana
Adana	Turkey
Addis Ababa	Ethiopia
Adelaide	Australia
Alberta	Canada
Algiers	Algeria
Amman	Jordan
Amsterdam	Netherlands
Ankara	Turkey
Apia	Samoa (Western)
Asmara	Ethiopia (Eritrea)
Asuncion	Paraguay
Athens	Greece
Atlanta	United States
Auckland	New Zealand
Baltimore	United States
Bangkok	Thailand
Barcelona	Spain
Bari	Italy
Basle	Switzerland
Bathurst	Gambia
Beirut	Lebanon
Belgrade	Yugoslavia
Belize City	British Honduras
Benghazi	Libya
Bergen	Norway
Berlin	Germany
Berne	Switzerland
Bilbao	Spain
Blantyre	Malawi
Bogota	Colombia
Bombay	India
Bonn	Germany
Bordeaux	France
Boston	United States
Bridgetown	Barbados
Brisbane	Australia
Brussels	Belgium
Bucharest	Rumania
Budapest	Hungary
Buea	Cameroon
Buenos Aires	Argentina
Cairo	United Arab Republic (Egypt)
Calcutta	India
Canberra	Australia
Capetown	South Africa
Caracas	Venezuela
Casablanca	Morocco
Chicago	United States
Chittagong	Pakistan
Christchurch	New Zealand
Cleveland	United States
Colombo	Ceylon
Copenhagen	Denmark
Dacca	Pakistan
Dakar	Senegal
Delhi	India
Denver	United States
Detroit	United States
Djakarta	Indonesia
Doha	Qatar
Dubai	Trucial States
Dublin	Irish Republic
Durban	South Africa
Dusseldorf	Germany
Edmonton	Canada
Enugu	Nigeria
Florence	Italy
Floriana	Malta
Frankfurt	Germany
Freetown	Sierra Leone
Funchal	Madeira
Gaberones	Botswana
Geneva	Switzerland
Genoa	Italy
Georgetown	Guyana
Gothenburg	Sweden
Guatemala City	Guatemala
Guayaquil	Ecuador
Hague, The	Netherlands
Halifax	Canada (Atlantic Provinces)
Hamburg	Germany
Hamilton	Bermuda
Havana	Cuba
Helsinki	Finland
Hobart	Tasmania (Australia)
Honiara	Solomon Islands, British Protectorate
Honolulu	United States
Houston	United States
Istanbul	Turkey
Izmir	Turkey
Jedda	Saudi Arabia
Jesselton	Malaysia
Johannesburg	South Africa
Kabul	Afghanistan
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Khartoum	Sudan
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Lusaka	Zambia
Lyons	France
Madras	India
Madrid	Spain
Mahé	Seychelles
Malmö	Sweden
Managua	Nicaragua
Manama	Bahrain
Manila	Philippines
Marseilles	France
Maseru	Lesotho
Melbourne	Australia
Mexico City	Mexico
Miami	United States
Milan	Italy
Monrovia	Liberia
Montevideo	Uruguay
Montreal	Canada
Moscow	U.S.S.R.
Munich	Germany
Muscat	Muscat & Oman
Naples	Italy
Nairobi	Kenya
Nassau	Bahamas
New Delhi	India
New Orleans	United States
New York	United States
Nicosia	Cyprus
Norfolk	United States
Nukualofa	Tonga
Oporto	Portugal
Osaka	Japan
Oslo	Norway
Ottawa	Canada
Palermo	Italy (Sicily)
Palma de Mallorca	Spain (Balearic Islands)
Panama City	Panama
Paris	France
Peking	China
Perth	Australia
Philadelphia	United States
Phnom Penh	Cambodia
Port-au-Prince	Haiti
Port Elizabeth	South Africa
Port of Spain	Trinidad
Portland	United States
Prague	Czechoslovakia
Pretoria	South Africa
Quebec City	Canada
Quito	Ecuador
Rabat	Morocco
Rangoon	Burma
Regina	Canada
Reykjavik	Iceland
Rio de Janeiro	Brazil
Rome	Italy
Rotterdam	Netherlands
Saigon	Vietnam
St. John's	Newfoundland (Canada)
St. Louis	United States
Salonika	Greece
San Francisco	United States
San José	Costa Rica
San Juan	Puerto Rico (U.S.A.)
San Salvador	El Salvador
Santa Cruz (Teneriffe)	Spain (Canary Islands)
Santiago	Chile
Santo Domingo	Dominican Republic
Sao Paulo	Brazil
Seattle	United States
Seoul	Korea
Seville	Spain
Sofia	Bulgaria
Stanley	Falkland Islands
Stockholm	Sweden
Strasbourg	France
Stuttgart	Germany
Suva	Fiji Islands
Sydney	Australia
Tamsui	Formosa
Tananarive	Malagasy Republic
Tangier	Morocco
Tarawa	Gilbert and Ellice Islands
Tegucigalpa	Honduras
Tehran	Iran
Tel Aviv	Israel
Teneriffe	Canary Islands (Spain)
The Hague	Netherlands
Thorshavn	Faroe Islands (Denmark)
Tokyo	Japan
Toronto	Canada
Tripoli	Libya
Tunis	Tunisia
Turin	Italy
Ulan Bator	Mongolia

Place	Country	Place	Country	Place	Country
Valencia	Spain	Warsaw	Poland	Yaoundé	Federal Republic of Cameroon
Vancouver	Canada	Washington	United States		
Venice	Italy	Wellington	New Zealand		
Vienna	Austria	Windhoek	South West Africa	Zagreb	Yugoslavia
Vientiane	Laos	Winnipeg	Canada	Zurich	Switzerland
Vigo	Spain				

Board of Trade Regional Controllers

For information and guidance on export matters or on any other aspect of the work of the Board of Trade – including, for example, advice about location, which is available to industrial concerns seeking to expand or to develop new projects – you are invited to get in touch in the first instance with the nearest Regional Office. If you would prefer it the Controller or a senior member of his staff will gladly arrange to meet you at your own address. The names of the Controllers and the addresses, Subscriber Dialling Codes and Telex Numbers of the Regional Offices of the Department, and of the Ministry of Commerce, Northen Ireland, are given below.

Northern Region
Cumberland, Durham, Northumberland, Westmorland and the North Riding of Yorkshire.
R. Wood, Wellbar House, Gallowgate, Newcastle-upon-Tyne, 1.
(Tel. Newcastle 27575. Code: ONE 2. 27575, TELEX 53178, Answer Back – BOT NTYNE).
Sub-Office for Cumberland and Westmorland;
J. Gardiner, Town Hall, Cockermouth, Cumberland. (Tel. Cockermouth 3498/9).

Yorkshire and Humberside Region
The East and West Ridings of Yorkshire, the City of York; Lincolnshire. (Parts of Lindsey only.)
E. Atherton, City House, New Station Street, Leeds, 1. (Tel. Leeds 38232).
(Code: OLE 2. 38232. TELEX. 55472, Answer Back – ECONPLAN LDS).

North Western Region
Cheshire, the High Peak District of Derbyshire (viz., the boroughs of Buxton and Glossop; the urban districts of New Mills and Whaley Bridge; the rural district of Chapel-en-le-Frith), Lancashire.
R. J. Forbes, CBE, Sunley Buildings, Piccadilly Plaza, Manchester, 1.
(Tel. Manchester Central 2171. Code: 061. CEN 2171. TELEX 66104, Answer Back – BOT MCHR).

Midland Region
Derbyshire, except the High Peak District (see under North Western Region), Herefordshire, Leicestershire, Parts of Lincolnshire (Holland and Kesteven and the County Borough of Lincoln), Northamptonshire, Nottinghamshire, Rutland, Shropshire, Staffordshire, Warwickshire and Worcestershire.
J. F. J. Jardine, Five Ways House, Islington Row, Birmingham, 15.
(Tel. Birmingham Midland 8221. Code: 021. 643 8221. TELEX 33702, Answer Back – BOT BHAM).

Eastern Region
Bedfordshire, Berkshire, Buckinghamshire, Cambridgeshire and the Isle of Ely, Essex, Hertfordshire, Huntingdon and Peterborough, Norfolk, Oxfordshire and Suffolk.
F. Lacey, Cromwell House, Dean Stanley Street, London, S.W.1 (Tel. 01-828 6271. TELEX 25991, Answer Back – BOTCROMWELL LDN).

London and South Eastern Region
Greater London Council administrative area; Dorset (Poole MB only), Hampshire (including the Isle of Wight), Kent, Surrey and Sussex.
J. W. Stoodley, Cromwell House, Dean Stanley Street, London, S.W.1 (Tel. 01-828 4355. TELEX 25991, Answer Back – BOTCROMWELL LDN).

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Cornwall (including the Isles of Scilly), Devon, Dorset (excluding Poole MB), Gloucestershire, Somerset and Wiltshire.
L. I. Macbeth, The Pithay, Bristol 1.
(Tel. Bristol 21071. Code: OBR 2. TELEX. 44214, Answer Back – BOT BRISTOL).

Wales
The whole of Wales and Monmouthshire.
I. Gray, Government Buildings, Gabalfa, Cardiff.
(Tel. Cardiff 62151. Code: OCA 2. 62151. TELEX. 49267, Answer Back – BOT CARDIFF).
North Wales District Office: J. W. Lewis, Government Buildings, Dinerth Road, Colwyn Bay, Denbighshire. (Tel. Colwyn Bay 44261).

Scotland
The whole of Scotland.
P. J. L. Homan, 314 St. Vincent Street, Glasgow, C.3
(Tel. Glasgow City 2855. Code: 041. CIT 2855. TELEX. 7783, Answer Back – BOT GLASGOW).
District Office: R. Forsyth, 29a High Street, Inverness.
(Tel. Inverness 30867. Code: OIN 3. 30867).

Northern Ireland
H. E. Jones, CBE, Ministry of Commerce (Northern Ireland), 21 Linenhall Street, Belfast. (Tel. Belfast 34488.
Code: OBE 2. 34488. TELEX. 74578, Answer Back – GOVNI BELFAST).

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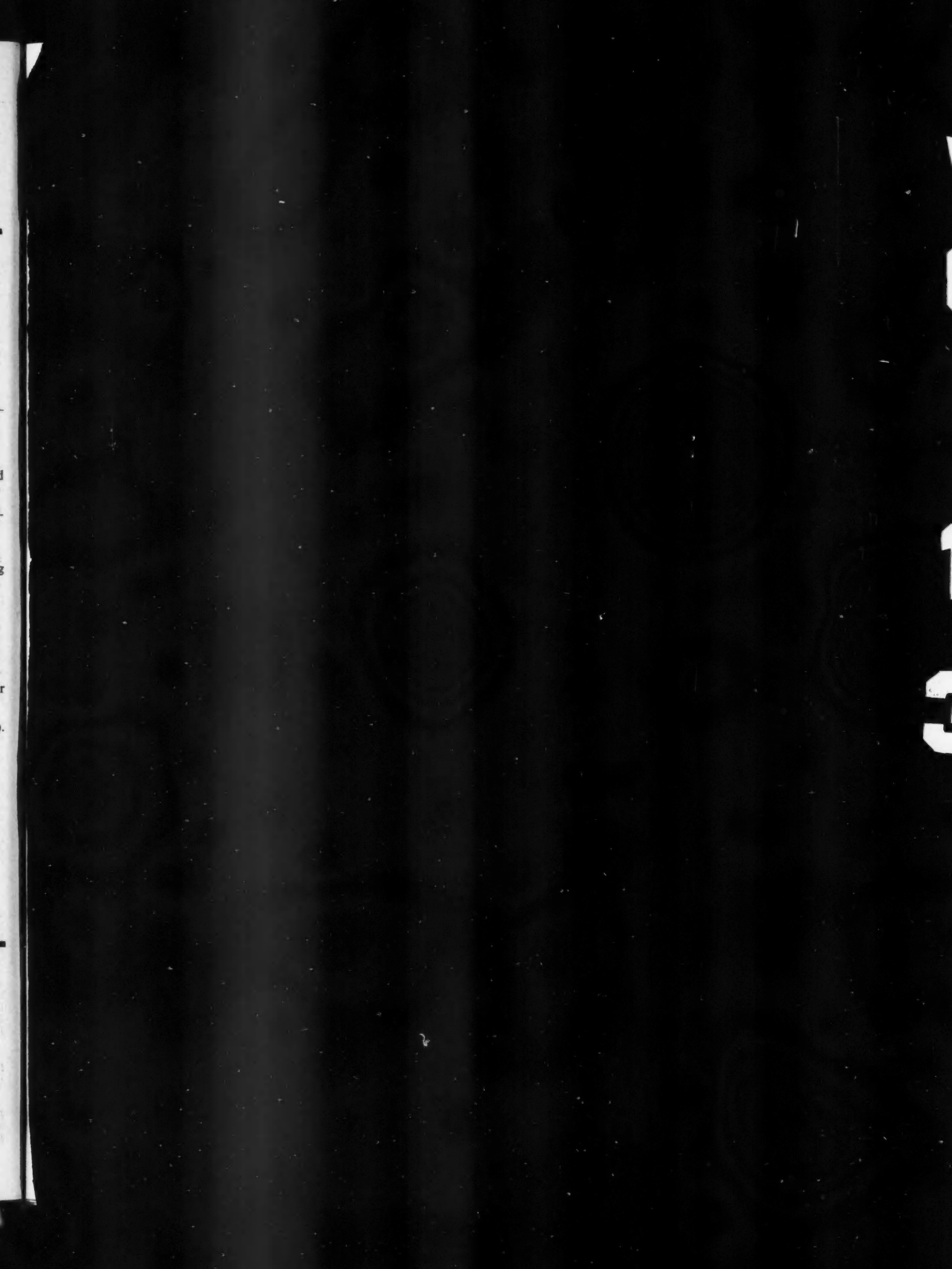


Summary of activity at aerodromes in the United Kingdom and the Channel Islands during April

PASSENGER TRAFFIC at United Kingdom aerodromes in April 1967 was 2 per cent more than in April 1966, a considerably smaller increase than usual even allowing for the occurrence of Easter in March this year. Taking the months of March and April together the increase was 9 per cent, a little less than the average rate of growth in the last few years. The number of passengers at London area airports was 9 per cent more than in March and April 1966, the same percentage increase as at Heathrow; at Gatwick the increase was 15 per cent.

Cargo picked up and set down at United Kingdom aerodromes in March and April 1967 was about the same as in the similar period last year, whilst at London area airports it increased by 6 per cent. At Heathrow there was an increase of 7 per cent and at Gatwick a decrease of 7 per cent.

The number of air transport movements at United Kingdom aerodromes in March and April 1967 was 5 per cent higher than in the same two months of 1966. At London area airports there was an increase of 7 per cent, with increases of 8 per cent at Heathrow and 5 per cent at Gatwick.

Detailed figures for April 1967 are given in the table below:

Summary of activity at aerodromes in the United Kingdom and the Channel Islands in April 1967.

		Aircraft Movements		Passengers Handled (1)			Freight (2) set down and picked up	Mail set down and picked up
		Total	Air Transport	Total	Terminal	Transit	Metric tons	
BOT and other UK aerodromes	1967	106,908	42,995	1,786,669	1,735,761	50,908	38,171·9	2,977·9
	1966	88,232	43,099	1,758,944	1,701,940	57,004	38,397·1	2,908·5
London Area aerodromes	1967	26,949	19,883	1,067,157	1,054,649	12,508	21,248·8	2,129·5
	1966	24,825	19,334	1,037,884	1,020,922	16,962	19,063·2	2,026·4
+London (Heathrow)		18,673	17,533	961,698	949,576	12,122	20,153·9	2,088·3
+London (Gatwick)		5,525	2,316	104,763	104,377	386	1,085·3	41·2
+Stansted		2,314	20	645	645	—	9·6	—
Westland Heliport, London		437	14	51	51	—	—	—
Other UK aerodromes:								
Aberdeen (Dyce)		2,358	320	9,824	8,503	1,321	33·5	8·8
+Belfast (Aldergrove)		2,100	1,850	73,302	73,205	97	1,559·3	215·8
Benbecula		126	96	2,155	902	1,253	8·0	2·0
+Birmingham		5,279	1,081	41,773	41,255	518	289·2	—
+Blackpool		3,702	286	6,453	6,241	212	40·5	—
+Bournemouth (Hurn)		2,276	53	1,201	1,196	5	—	—
+Bristol (Lulsgate)		3,851	872	19,469	15,110	4,359	170·2	—
Brough		2,151	67	1,268	1,268	—	1·0	—
+Cambridge		8,654	46	916	425	491	20·0	—
+Coventry		2,463	60	3,169	3,169	—	—	—
+East Midlands (Castle Donington)		2,801	514	12,485	12,485	—	113·7	—
+Edinburgh (Turnhouse)		6,077	944	52,145	51,352	793	159·0	97·2
+Glamorgan (Rhoose)		2,567	614	14,674	13,263	1,411	25·9	—
+Glasgow (Abbotsinch)		3,639	2,752	126,448	124,877	1,571	885·7	158·9
Hawarden		439	174	1,452	914	538	13·3	—
Inverness (Dalcross)		373	184	5,309	3,920	1,389	17·2	—
Islay (Port Ellen)		87	68	1,392	1,378	14	10·3	3·5
+Isle of Man (Ronaldsway) (3)		884	636	15,872	14,314	1,558	288·2	17·8
Kirkwall		230	189	5,100	4,731	369	35·3	9·9
+Leeds/Bradford		3,851	742	22,195	20,769	1,426	138·7	—
+Liverpool		3,178	1,287	31,477	29,863	1,614	1,194·9	62·5
+Luton		3,861	494	20,698	20,450	248	62·6	—
+Lydd		1,532	1,496	11,513	11,513	—	3,746·7	—
+Manchester		3,886	2,736	101,254	97,131	4,123	2,442·1	229·0
+Newcastle (Woolsington)		2,058	444	23,722	23,469	253	117·7	—
Penzance Heliport		754	270	4,877	4,877	—	8·2	1·2
+Portsmouth		758	150	3,045	3,045	—	0·2	—
+Prestwick		1,489	758	26,305	15,508	10,797	783·4	19·6
Scilly Isles (St. Mary's)		282	271	4,902	4,902	—	8·2	1·2
+Southampton		1,414	970	19,207	18,498	709	591·3	—
+Southend		2,597	1,998	40,811	40,811	—	4,082·3	—
Stornoway		176	84	2,951	2,774	177	17·5	4·7
Sumburgh		135	80	2,076	1,982	94	17·8	9·7
Swansea		1,338	59	734	734	—	0·2	—
Tees-side (Middleton)		2,234	161	3,477	3,308	169	34·5	—
Tiree		89	85	453	251	202	0·8	0·3
Wick		270	221	5,408	2,719	2,689	6·3	6·3
Channel Islands aerodromes (4)	1967	..	3,571	95,220	84,985	10,235	1,380·1	..
	1966	..	3,720	95,023	83,765	11,258	1,424·1	..
Alderney		..	214	2,015	2,012	3	8·2	..
Guernsey		..	1,313	29,619	21,942	7,677	449·0	..
Jersey		..	2,044	63,586	61,031	2,555	922·9	..

NOTES:
(1) Revenue and non-revenue passengers on air transport movements only. Each passenger in transit through a reporting aerodrome is counted once only.
(2) Commercial freight set down and picked up on air transport movements only. From this month freight and mail is shown in metric and not short tons.
(3) Isle of Man (Ronaldsway) figures include diversions to Jurby.
(4) Channel Islands figures are included by courtesy of the C.I. Airports authorities.
+ = UK Customs Airports. .. = Not available. — = Nil or negligible.

CATALOGUES OF GOVERNMENT PUBLICATIONS

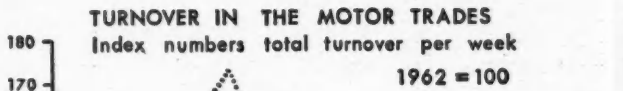
Her Majesty's Stationery Office offer their customers a comprehensive catalogue service which will enable them to judge whether any other titles in the vast output of Government Publications would help them in their work or leisure. Full information about this service can be obtained by sending a postcard to Publicity Section, Her Majesty's Stationery Office, Room D.74. Atlantic House, Holborn Viaduct, London, E.C.1, asking for the CATALOGUE SERVICE LEAFLET.

Turnover of the motor trades in June

THE TOTAL TURNOVER of the motor trades in June showed a small increase, 4 per cent, over its value in June last year. Although experience in the second quarter of the year was better than in the first quarter total turnover was 5 per cent lower in the first six months of 1967 than in the first six months of 1966.

The rise in total turnover in June, the first after a series of decreases as compared with a year earlier, was due to increased sales of new and secondhand vehicles. Demand for secondhand vehicles which has usually fallen seasonally each year between May and June increased between these two months in 1967 stimulated by the relaxation of hire purchase controls in the early part of the month. In consequence, sales of secondhand vehicles were 7 per cent higher than in June 1966 whereas up to May sales had been running about 7 per cent below last year's level. There was a similar turnround in sales of new vehicles, the value of which showed an increase of 5 per cent as compared with June 1966, after having shown in previous months of this year decreases on a year earlier.

Sales of petrol, oil, accessories and spare parts and receipts from servicing and repairs rose only 3 per cent in June over last year's level after showing no increase for May; for the first half year, therefore, the increase on a year earlier was only 5 per cent as compared with a growth rate of 8 per cent achieved in 1966.



Index numbers of turnover per week and percentage changes on a year earlier (a)

1962 = 100

Kind of business (Turnover in 1962 £ million)	Year	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Total turnover (£2,979 million)	1963	112	105	125	113	104	89	101	121	124	132	120	124	110	107	112	112	92
	1964	127	128	141	125	114	116	132	134	147	138	139	134	120	122	118	127	100
	1965	130	141	140	125	114	124	144	153	147	136	136	140	116	119	120	119	105
	1966	133	146	157	125	106	133	144	158	173	150	149	151	116	112	108	111	99
	1967	144(b)	137	152			132	141	138	151	147	156						
	1966	+3	+3	+12	Nil	—7	+7	Nil	+3	+17	+10	+10	+8	Nil	—6	—10	—7	—5
	1967	—5(c)	—6	—3			—1	—2	—13	—12	—2	+4						
Analysis of Turnover:																		
Sales of new motor vehicles (£1,119 million)	1963	119	116	142	114	106	96	111	136	145	153	130	132	104	107	118	115	89
	1964	143	154	167	132	118	136	158	166	185	157	160	148	122	128	123	142	95
	1965	138	172	151	122	109	144	176	192	165	142	147	149	105	113	116	117	96
	1966	136	173	178	112	80	155	166	192	227	160	154	163	92	87	82	88	72
	1967	152(b)	145	159			139	150	145	161	156	161						
	1966	—2	Nil	+18	—8	—26	+7	—6	Nil	+38	+12	+4	+9	—12	—23	—29	—25	—24
	1967	—13(c)	—16	—10			—10	—10	—25	—29	—2	+5						
Sales of second hand motor vehicles (£568 million)	1963	108	103	127	111	93	72	97	132	127	137	119	124	111	100	103	104	75
	1964	120	124	142	118	96	104	135	132	145	146	136	130	114	113	105	111	75
	1965	119	132	142	110	93	107	138	148	162	142	126	127	104	102	105	98	79
	1966	119	135	153	103	85	111	138	151	158	154	148	129	94	91	89	92	76
	1967	137(b)	124	150			105	134	133	148	143	158						
	1966	Nil	+2	+8	—6	—8	+4	Nil	+2	—3	+9	+17	+1	—10	—10	—16	—6	—3
	1967	—4(c)	—8	—2			—6	—3	—12	—6	—7	+7						
All other sales and receipts (£1,292 million)	1963	107	96	110	113	108	90	95	103	106	112	112	117	114	110	111	112	103
	1964	116	106	118	122	118	104	109	106	114	118	122	124	121	121	119	120	115
	1965	127	118	129	133	128	115	119	121	126	129	131	137	130	132	131	131	124
	1966	138	128	140	146	137	124	126	132	133	141	146	151	146	143	139	140	133
	1967	141(b)	136	146			138	137	134	144	141	151						
	1966	+8	+8	+9	+10	+7	+8	+6	+9	+5	+9	+11	+10	+12	+8	+6	+7	+7
	1967	+5(c)	+6	+4			+11	+8	+2	+9	Nil	+3						

(a) The periods covered by the index numbers consist of either four or five weeks each quarter being divided into three 'monthly' periods of four, four and five weeks respectively. The period covered by June 1967 turnover was the five weeks from May 28, 1967 to July 1, 1967; the corresponding period in 1966 was from May 29, 1966 to July 2, 1966.
(b) Index numbers for period January to June 1967.
(c) Percentage change for period January to June 1967, compared with corresponding period of 1966.

ADVERTISEMENT INQUIRIES FOR THE JOURNAL

Inquiries from the London Postal Area concerning the insertion of advertisements in the *Board of Trade Journal* should be addressed to **Her Majesty's Stationery Office, Room D.94, Atlantic House, Holborn Viaduct, London, E.C.1 (City 9876, Ext. 6147).**

Inquiries from other parts of the United Kingdom should be addressed to **Cowlishaw & Lawrence (Advertising) Ltd., Memorial Hall Bldgs., 16 Farringdon Street, London, E.C.4 (City 3718).**

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 and 1964 during the week ended Friday, August 25, 1967.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
				BRITISH	
Theatre of Death	Br/E 32595	91	August 22	London Independent Producers (Distribution) Ltd.	Pennea Productions Ltd.
A Town in Germany	Br/E 32596	17	August 22	Eagle Films Ltd.	Greenpark Productions Ltd.
Look at Life Series 35:					
Chinatown	Br/E 32598	10	August 23	Rank Film Distributors Ltd.	Rank Film Distributors Ltd.
Change at the Tower	Br/E 32599	10	August 23	" "	" "
Where do you Leave the Boat?	Br/E 32600	9	August 23	" "	" "
Pathe Pictorial Series 651/663:					
Pathe Pictorial No. 662	Br/E 32601	9	August 23	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe Pictorial No. 663	Br/E 32602	8	August 23	" "	" "
River Rivals:					
Ep. 1. The Golden Dragon	Br/E 32605	14	August 25	Children's Film Foundation Ltd.	Century Film Productions Ltd., for Children's Film Foundation Ltd.
Ep. 2. The Blockade Runners	Br/E 32606	15	August 25	" "	" "
Ep. 3. The Night Raiders	Br/E 32607	15	August 25	" "	" "
Ep. 4. Operation Airlift	Br/E 32608	15	August 25	" "	" "
Ep. 5. Mission Accomplished	Br/E 32609	14	August 25	" "	" "
Ep. 6. Shipwreck	Br/E 32610	16	August 25	" "	" "
Ep. 7. The Dragon's Secret	Br/E 32611	21	August 25	" "	" "
Fathom	Br/E 32612	99	August 25	Twentieth Century-Fox Film Co. Ltd.	Twentieth Century-Fox Productions Ltd.
Movietone News 1993	Br/E 32439	8	August 25	" "	British Movietonews Ltd.
Movietone News 1993A	Br/E 32440	8	August 25	" "	" "
Pathe News 67-67	Br/E 32305	7	August 25	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 67-68	Br/E 32306	8	August 25	" "	" "
				FOREIGN	
The Heat's Off	F 32590	7	August 21	Twentieth Century-Fox Film Co. Ltd.	Terrytoons Inc.
Traffic Trouble	F 32591	7	August 21	" "	" "
Bugged by a Bug	F 32592	7	August 21	" "	" "
Looking Over the Fence	F 32593	16	August 22	Hillcrest Productions Ltd.	Czechoslovakia National Film Unit, Prague.
The Young Girls of Rochefort (Les Demoiselles de Rochefort)	F 32594	126	August 22	Warner-Pathe Distributors Ltd.	Madeleine Films S.A., Paris.
Atragon	F 32597	80	August 23	Ritz Film Distributors Ltd.	Toho International.
Midsummer Night in Sweden	F 32603	18	August 25	Miracle Films Ltd.	Werner Kunz Film Production, Zurich.
Aquarelles	F 32604	10	August 25	Contemporary Films Ltd.	Les Films du Prieure, Paris.

AMENDMENTS TO THE REGISTER;
The playing time of the film 'Further Perils of Laurel and Hardy' (F 32551) registered on July 31, 1967, has been amended to 71 minutes.
The playing time of the film 'Ghost Goes Gear' (Br/E 32094) registered on February 24, 1967, has been amended to 41 minutes.
CORRECTION TO THE REGISTER;
The title of the film 'Plasterer in Paris' (F 32381) registered on June 7, 1967, has been corrected to read 'Plastered in Paris.'

British film fund agency

THE BRITISH FILM FUND AGENCY has published the following information for the five weeks ended July 29, 1967:

Distributors' earnings submitted:		
High cost films	£447,478	
Low cost films:		
Eligible (after multiplying by 2½)	£8,536	
Not eligible for 2½ times rental	£1,124	
		£457,138
Films of less than 3,000 ft. (after multiplying by 2½)		£61,135
		£518,273
Levy collections paid to Agency by HM Customs and Excise to August 7, 1967, together with an estimate of collections approximately covering entertainments for five weeks ended July 29, 1967		£351,800

The ninth interim allocation for the tenth distribution period will be at the rate of 55 per cent.

Business Monitor: Production Series

THE FOLLOWING titles and issues of Business Monitor Production Series are now available, and copies may be obtained by annual subscription from HMSO, PO Box 569, London, S.E.1:

Quarterly at 7s. 6d. a year, post free:
Internal Combustion Engines for January-March 1967
Colours for April-June 1967
Silk Weaving & Converting for January-March 1967

Half-yearly at 4s. a year, post free:
Organic Chemicals for January-June 1967

Retail sales in Northern Ireland

STATISTICS PREPARED by the Ministry of Commerce show that the total value of retail sales in June was 3 per cent higher than the previous year, compared with a decrease of 2 per cent in both May and April. The second quarter as a whole showed no change on a year earlier, compared with a 1 per cent increase for the first quarter.

Food shops and household goods shops showed increases of 4 per cent and 11 per cent respectively on a year earlier, while clothing and footwear shops showed a decrease of 4 per cent on the previous year.

Index numbers of value of sales per week (1961 = 100) and percentage changes compared with a year earlier.

	All kinds of business	%	Food shops	%	Clothing and footwear shops	%	Household goods shops	%	Other shops	%
1964 Year	114	+ 6	117	+ 7	109	+ 3	112	+ 5	111	+ 8
1965 Year	121	+ 6	125	+ 6	116	+ 6	120	+ 6	119	+ 7
1966 Year	124	+ 2	130	+ 4	116	+ 1	115	— 3	125	+ 5
1966 3rd quarter	119	— 1	124	+ 1	118	— 3	114	— 6	120	Nil
4th quarter	136	Nil	133	+ 2	131	— 8	124	— 7	148	+ 6
1967 1st quarter	118	+ 1	133	+ 3	92	—10	112	+ 2	114	+ 5
2nd quarter	124	Nil	133	+ 1	108	— 7	118	+ 4	122	Nil
1966 June	120	+ 2	127	+ 1	118	+ 8	109	— 1	113	Nil
July	115	— 1	118	Nil	103	— 1	114	— 5	121	— 1
August	122	Nil	125	+ 2	116	+ 1	112	—11	124	+ 1
September	120	— 2	130	+ 1	108	—10	117	— 1	115	Nil
October	122	+ 1	125	+ 2	112	— 5	115	— 6	125	+ 7
November	128	— 2	130	+ 2	130	—10	130	— 9	122	+ 2
December	158	Nil	146	+ 1	150	—10	126	— 5	198	+ 6
1967 January	113	+ 1	123	+ 2	88	— 7	122	+ 5	112	+ 2
February	120	+ 2	138	+ 5	88	—14	120	+ 1	112	+ 8
March	120	+ 1	137	+ 2	98	— 9	93	— 1	118	+ 6
April	118	— 2	132	+ 1	89	—12	108	+ 1	122	— 3
May	130	— 2	135	— 1	121	— 6	126	+ 2	129	Nil
June	124	+ 3	133	+ 4	114	— 4	121	+11	117	+ 3

Further details may be had on application to Ministry of Commerce, Index of Retail Sales, Room 311, 21 Linenhall Street, Belfast 2 (Tel. Belfast 34488, Ext. 213).

Exhibitions and Fairs

British hopes high during first days of Moscow exhibition

by Pat Tyler, Overseas Press Services, Central Office of Information

BRITISH EXHIBITORS at the first-ever International Clothing Exhibition to be held in Moscow by the end of the first week were expressing their confidence of winning orders for clothing for women, men and children, for fabrics and for textile machinery in competition with textile and clothing industries of 43 other countries, including the United States, France, Germany and Italy.

More than 50 British companies filled the British Pavilion covering 28,000 square feet at the vast exhibition site Solkoniki Park outside Moscow. At the start of the exhibition the Russians said that trade during the three weeks it lasts could amount to 120 million roubles, approximately £50 million, in this year which sees the 50th anniversary of the Revolution.

The exhibition opened on August 21 and within a few days the British contingent were expressing high hopes of winning contracts, for, as those who have traded with Russia before said, it was unusual to find officials from Russia's buying agencies making preliminary choices and asking for costings, details of manufacture and so on at such an early stage of the event.

Undoubtedly the interest in consumer goods is there. A team from the knitwear division of Raznoexports, the buying agency headed by the director of the division, Madame Ludmilla Kiseljeva, who visited London earlier this year, were early visitors to the British Pavilion and spent several days examining knitwear and jerseywear in wool and synthetics such as Courtelle and discussing quantities, prices and designs with manufacturers.

Running concurrently with the exhibition is the Fashion Festival, at which several nations are staging daily fashion shows. Britain is presenting 12 shows over four days at which audiences from the general public totalling 120,000 are expected, but because of the keen interest shown by buyers at the exhibition in clothing shown in the British Pavilion officials with the British contingent made last-minute arrangements for an additional show to be held for buyers only each day in a separate room at the Lenin Palace of Sport, where the main shows are being held.

Among companies hopeful of contracts eventually developing from the exhibition were Klinger Yarns Ltd., who by the end of this year will have completed contracts for Russia amounting to some £3 million in two years. These have been for knitwear, hosiery, fabrics and yarns, and at the exhibition several garments were set aside by buyers for closer inspection and future discussions. Mr. G. Farrington, managing director of Klinger, also however had talks with Techmashimport, the Russian agency concerned with the import of unit machinery, about continuous filament crimping machines. Mr. Farrington said: 'I find this interest in the machines of special interest as it seems to mark a new stage in our trade with Russia. In the past two years they have seen in contracts with us all our products from raw yarn through to finished end products of fabrics and garments. It now seems that they are thinking in terms of the machines capable of producing the merchandise they know well, and if any business should develop on these lines it would involve major installations.'

Vivid flowered prints in a new British fabric – 'Soflons' tricot – are a feature of Klingers' stand at ODEZHDA, the International Clothing Exhibition which opened in Moscow on August 22. Marketing executive Helen Collett, seen here leaving London Airport for Moscow, has had a specially designed wardrobe of dresses, trouser suits and stockings made in the fabric to wear on her company's stand. The British section of ODEZHDA has been organized by the Board of Trade.

Companies experienced in trading with Russia found at the exhibition a marked increase in demand for up-to-date styling in the clothes being considered. Corah of Leicester, who by the end of this year will have completed contracts worth more than £1 million in jersey dresses and suits, were questioned about increasing the colour range offered for possible further contracts.

Mr. Alexander Fox, deputy managing director of Corah Marketing, said: 'The kind of merchandise arousing interest now is the suit which on the home market would retail at eight to 12 guineas and the dress at six to eight guineas mainly.

'This is good quality merchandise and styling, colour choice and other fashion details are obviously becoming of greater importance for the market in Russia. I am not talking in terms of swinging young mini-skirt styles, but of the kind of fashion clothes, the average woman in Britain demands today.'

Mr. Fox, who had visited Budapest just before the opening of the Moscow Exhibition, expressed the opinion that there is increasing potential trade with the countries of Eastern Europe for clothing. The company intends exploring possibilities in Rumania, Czechoslovakia and Poland in the near future, he said.

At the stand of a newcomer to the Russian market, the Jaeger Company Ltd., Mr. Peter Chalcraft, joint managing director, expressed delight at the early interest shown by Russian buyers. At the end of the first week he said: 'We are far more optimistic at this stage than I had anticipated. Garments in synthetics such as Courtelle and Lancola got first attention, and as the exhibition went on it became apparent that the whole range was being studied. From the point of view of the public the eye-catchers have undoubtedly been the co-ordinated ranges of skirts, sweaters, cardigans and so on, which we call team ups, which enable women to ring the changes and make up outfits from a basically small wardrobe. I certainly feel it was worth our while coming here.'

Mr. Sam Tenenbaum, director of Lady London Gowns, another newcomer, also expressed pleasure at the reception.

On the second day of the exhibition he found himself discusing quantities, prices and fabric construction of several outfits from his range with Russian buyers and was hopeful of the outcome. 'This is an entirely new type of market to me, and one has to adapt to new ways of conducting negotiations,' he said. 'But certainly the interest is here, and I feel it is well worthwhile being here.'

Official visitors to the British Pavilion during the first days of the exhibition included Mr. Keith Matthews, British Chargé d'Affaires, the Russian Minister of Foreign Trade, Mr. Patolichev, the Minister of Light Industry, Mr. Tarasov, and the President of the Chamber of Commerce of All the Union, Mr. Nesterov.

PUBLICITY OVERSEAS FOR UNITED KINGDOM TRADE FAIRS

Organizers of Trade Fairs and Exhibitions in the United Kingdom are reminded that they are welcome to send posters and brochures about their Trade Fairs to Official Commercial Representatives Overseas, who are always anxious to publicize such events.

But Commercial Representatives must receive material on events **well in advance** *– two clear months is a minimum notice – and they should be sent a reasonable number of brochures and posters for distribution. Two or three dozen copies for the Commercial Representatives in each area it is desired to cover should be considered an absolute minimum. A full list of British Commercial Representatives Overseas, together with their addresses, is published every three months in the* Board of Trade Journal.

Publicity material for Commercial Representatives in more distant countries should be despatched **by air-mail,** *since delivery to some countries by surface mail can take up to two months.*

The Commercial Representatives should be told whether the publicity material sent to them is receiving any separate distribution in the country concerned.

Changes in the Programme of Overseas Trade Promotions and in the classified lists of Trade Fairs and Exhibitions throughout the world (Published on July 14, 1967)

The next full supplement will be published on November 3.

SECTION I

OVERSEAS FAIRS, BRITISH WEEKS AND STORE PROMOTIONS TAKING PLACE WITH BOARD OF TRADE ASSISTANCE

Further details about an event may be obtained from the officer named. (Tel. 01-222 7877 except where otherwise shown). Inquiries for details of the Joint Venture Scheme under which the Board of Trade co-operates with trade associations, and any general inquiries in connection with Section I (Tel. 01-222 7877, Ext. 3069).

(a) GENERAL

AMENDMENTS – 1967

Paramaribo (Surinam): SURINAM TRADE FAIR
The dates for this event are September 28-October 10, 1967, and not as previously stated.
(Miss G. Adams, Ext. 2788).

Lima: 5TH PACIFIC INTERNATIONAL TRADE FAIR
The dates for this event should be amended to read October 27-November 12, 1967.
(Miss G. Adams, Ext. 2788).

ADDITIONS – 1968

Osaka: INTERNATIONAL TRADE FAIR – April 29, 1968
Possible joint venture with the London Chamber of Commerce.
(Mrs. I. M. Janzen, Ext. 2489).

Lille: INTERNATIONAL TRADE FAIR – April 26-May 6, 1968.
An Official Information Stand manned by the British Consulate-General, Lille.
(Mr. A. G. Pearson, Ext. 2398).

(b) SPECIALIZED

DELETIONS – 1967

Valencia: 4TH SPANISH FAIR OF FURNITURE, WOODWORK AND WICKERWORK – October 15-24, 1967.

St. Louis: INTERNATIONAL VISUAL COMMUNICATIONS CONGRESS – November 11-14, 1967.

AMENDMENTS – 1967

Helsinki: MARINE EXHIBITION (NAVIGARE 67) – September 15-24, 1967.
This entry should be amended to read:
Joint ventures with:
(1) The British Marine Equipment Council (18 firms).
(2) The British Hovercraft Association (9 firms).
(Mrs. I. M. Janzen, Ext. 2489).

Copenhagen: BRITISH SPRING 1968 FASHION COLLECTIONS – September 17-23, 1967.
A joint venture with the Clothing Export Council at the Palace Hotel, Copenhagen.
(Mrs. I. M. Janzen, Ext. 2489).

Frankfurt: INTERNATIONAL BOOK FAIR – October 12-17, 1967.
This entry should be amended to read:
A joint venture with the Publishers' Association. Firms interested in participation should contact the Association immediately.
(Mr. P. R. Clay, Ext. 3559).

Cologne: INTERNATIONAL FAIR FOR THE CHILD – October 20-22, 1967.
This entry should be amended to read:
Joint ventures with the Junior Fashion Group of London and the British Nursery Goods Association.
(Mr. J. A. Swinton, Ext. 2777).

Basle: INTERNATIONAL EXHIBITION OF INDUSTRIAL ELECTRONICS (INEL) – November 14-18, 1967.
This entry should be amended to read:
An Information Stand manned by representatives of the Radio and Electronic Component Manufacturers' Federation, Ministry of Technology and British Embassy in Berne.
(Mr. T. E. Kerfoot, Ext. 3071).

ADDITIONS – 1967

New York: DISPLAY OF BRITISH WOMEN'S WEAR – September 16-29, 1967.
A joint venture with the Clothing Export Council.
(Mr. A. F. Fenton, Ext. 2786).

Toronto: DISPLAY OF BRITISH WOMENSWEAR – September 29-October 6, 1967.
A joint venture with the Clothing Export Council.
(Miss G. Adams, Ext. 2788).

Brno: INTERNATIONAL EXHIBITION OF SALES EQUIPMENT (INTECO) – October 20-26, 1967.
A joint venture with the London Chamber of Commerce.
(Mr. J. Gallacher, Ext. 3558).

Toronto: DISPLAY OF BRITISH MENSWEAR – October 26-28, 1967.
A joint venture with the Clothing Export Council. Firms interested in participation should contact the Council.
(Miss G. Adams, Ext. 2788).

Dijon: INTERNATIONAL EXHIBITION OF FOOD, WINES AND GASTRONOMY – November 4-12, 1967.
Trade Information Stand manned by the Scotch Whisky Association.
(Mr. A. G. Pearson, Ext. 2398).

Chicago: INTERNATIONAL ATOMIC ENERGY CONFERENCE AND EXHIBITION – November 6-8, 1967.
A joint venture with the British Nuclear Forum.
(Mr. A. F. Fenton, Ext. 2786).

DELETIONS – 1968

Amsterdam: INTERNATIONAL HOTEL, CAFE AND RESTAURANT EXHIBITION (HORECAVA) – January 2-5, 1968.

Paris: INTERNATIONAL FURNITURE EXHIBITION – January 18-22, 1968.

Murcia: 6TH INTERNATIONAL TINNED GOODS FAIR (FICA – April 1-10, 1968.

AMENDMENTS – 1968

Hamburg: BOAT SHOW – January 18-24, 1968.
This entry should be amended to read:
A joint venture with the Ship and Boat Builders' National Federation. Firms interested in participation should contact the Federation.
(Mr. R. M. D. Ure, Ext. 2436).

Stuttgart: INTERNATIONAL TRADE FAIR FOR OIL AND GAS BURNERS (INTHERM) – April 3-7, 1968.
This entry should be amended to read:
Possible joint venture with the Society of British Gas Industries. Firms interested in participation should contact the Society.
(Mr. R. M. D. Ure, Ext. 2436).

Frankfurt: INTERNATIONAL FUR FAIR – April 3-7, 1968.
This entry should be amended to read:
Joint venture with the British Fur Trade Association. Firms interested in participation should contact the Association.
(Mr. P. R. Clay, Ext. 3559).

Hanover: INTERNATIONAL AIR SHOW – April 26-May 5, 1968.
This entry should be amended to read:
Joint ventures with the Society of British Aero Space Companies and Society of Environmental Engineers. Firms interested in participation should contact their associations.
(Mr. R. M. D. Ure, Ext. 2436).

Munich: INTERNATIONAL AGRICULTURAL SHOW (DLG) – May 19-26, 1968.
This entry should be amended to read:
Joint ventures with the Agricultural Engineers' Association Ltd. and the Society of Master Saddlers. Firms interested in participation should contact either the Association or the Society.
(Mr. P. R. Clay, Ext. 3559).

Paris: INTERNATIONAL CHEMICAL EXHIBITION – May 24-June 1, 1968.
Joint ventures with:
(1) British Laboratory Ware Association, and
(2) Scientific Instrument Manufacturers' Association.
(Mr. R. J. Ager, Ext. 2783).

Copenhagen: BRITISH MACHINERY PLANT AND EQUIPMENT EXHIBITION – May-June 1968.
The date and title of this Exhibition has now been altered to:

Copenhagen: BRITISH ENGINEERING EXHIBITION – June 10-14, 1968.
This Exhibition is being organized jointly by the British Mechanical Engineering Federation, British Electrical and Allied Manufacturers' Association and London Chamber of Commerce, in conjunction with the Board of Trade as a joint venture. Firms interested in participation should contact one of the associations.
(Mrs. I. M. Janzen, Ext. 2489).

ADDITIONS – 1968

Paris: CARPET AND FLOOR COVERINGS EXHIBITION – January 17-22, 1968.
A joint venture with the Federation of British Carpet Manufacturers.
(Mr. R. J. Ager, Ext. 2783).

Brussels: INTERNATIONAL MOTOR SHOW – January 17-28, 1968.
A joint venture with the British Cycle and Motor Cycle Industries Association.
(Mr. A. G. Pearson, Ext. 2398).

Gothenburg: 5TH SCANDINAVIAN LIGHTING FAIR – January 20-24, 1968.
Possible joint venture with the Electric Light Fittings Association Ltd.
(Mrs. I. M. Janzen, Ext. 2489).

Toronto: DISPLAY OF BRITISH MENSWEAR – January 27-February 7, 1968.
A joint venture with the Clothing Export Council. Firms interested in participation should contact the Council.
(Miss G. Adams, Ext. 2788).

Montreal: DISPLAY OF BRITISH MENSWEAR – January 27-February 7, 1968.
A joint venture with the Clothing Export Council. Firms interested in participation should contact the Council.
(Miss G. Adams, Ext. 2788).

Chicago: DISPLAY OF BRITISH MENSWEAR – February 7, 1968.
A probable joint venture with the Clothing Export Council.
(Mr. A. F. Fenton, Ext. 2786).

New York: DISPLAY OF BRITISH MENSWEAR – February 7-13, 1968.
A probable joint venture with the Clothing Export Council.
(Mr. A. F. Fenton, Ext. 2786).

Helsinki: BOAT AND CAMPING SHOW – March 15-24, 1968.
Possible joint venture with the appropriate trade associations. Firms interested in participation should contact their associations.
(Mrs. I. M. Janzen, Ext. 2489).

Toronto: DISPLAY OF BRITISH WOMENSWEAR – March 30-April 5, 1968.
A joint venture with the Clothing Export Council. Firms interested in participation should contact the Council.
(Miss G. Adams, Ext. 2788).

Montreal: DISPLAY OF BRITISH WOMENSWEAR – April 5-12, 1968.
A joint venture with the Clothing Export Council. Firms interested in participation should contact the Council.
(Miss G. Adams, Ext. 2788).

New York: NATIONAL ASSOCIATION OF MEN'S SPORTSWEAR BUYERS – April 6-13, 1968.
A probable joint venture with the Clothing Export Council.
(Mr. A. F. Fenton, Ext. 2786).

New York: DISPLAY OF BRITISH WOMENSWEAR – April 12-26, 1968.
A probable joint venture with the Clothing Export Council.
(Mr. A. F. Fenton, Ext. 2786).

Lima: TECHNOMED 68: INTERNATIONAL FAIR FOR MEDICAL EQUIPMENT – April 21-28, 1968.
A joint venture with the Surgical Instrument Equipment and Appliance Export Group (8 firms).
(Miss G. Adams, Ext. 2788).

Stockholm: DATA '68 – April 22-28, 1968.
Possible joint venture with the appropriate trade associations. Firms interested in participation should contact their associations.
(Mrs. I. M. Janzen, Ext. 2489).

Stockholm: TRANSPORT '68 – May 9-14, 1968.
Possible joint venture with the appropriate trade associations. Firms interested in participation should contact their associations.
(Mrs. I. M. Janzen, Ext. 2489).

Chicago: 49TH ANNUAL NATIONAL RESTAURANT CONVENTION – May 20-23, 1968.
The Board of Trade are considering joint ventures with the appropriate trade associations. Firms interested in participation should contact their association.
(Mr. A. F. Fenton, Ext. 2786).

Madrid: BRITISH EXHIBITION OF MEDICAL EQUIPMENT – June 9-15, 1968.
A joint venture with the Surgical Instrument Equipment and Appliance Export Group. Firms interested in exhibiting should contact the Group.
(Miss G. Adams, Ext. 2788).

Chicago: NATIONAL ASSOCIATION OF MUSIC MERCHANTS' ANNUAL CONVENTION AND MUSIC SHOW – June 23-27, 1968.
The Board of Trade will be considering joint ventures with the appropriate trade associations. Firms interested in participation should contact their association.
(Mr. A. F. Fenton, Ext. 2786).

Montreal: INTERNATIONAL MEDICAL CONGRESS – August 25-31, 1968.
Possible joint venture with the Surgical Instrument Equipment and Appliance Export Group.
(Miss G. Adams, Ext. 2788).

Cologne: INTERNATIONAL DENTAL EXHIBITION – August 27-September 1, 1968.
A joint venture with the British Dental Trade Association. Firms interested in participation should contact the Association.
(Miss N. L. Charles, Ext. 2011).

Copenhagen: INTERNATIONAL TECHNICAL FAIR, ITEM '68 – September 24-29, 1968.
Possible joint venture with the appropriate trade associations. Firms interested in participation should contact their associations.
(Mrs. I. M. Janzen, Ext. 2489).

Bologna: INTERNATIONAL BUILDING INDUSTRIALIZATION EXHIBITION – October 1968.
A possible joint venture with the Building Materials Export Group. Firms interested in participation should contact the Export Group.
(Miss F. King, Ext. 2782).

(c) BRITISH WEEK AND STORE PROMOTIONS

ADDITIONS – 1967

Seattle: FREDERICK AND NELSON – September 15-25, 1967.
This promotion will feature consumer goods from Britain and other countries.
The London Buying House representing this store is Marshall Field and Co., Westmoreland House, 128-131 Regent Street, London, W.1 (Tel. Regent 4785).
(Mr. D. R. Cork, Ext. 2760).

New York: ABERCROMBIE AND FITCH COMPANY – Autumn 1967.
This promotion will feature menswear from Britain and other countries.
The store's London Buying House is Abercrombie and Fitch, 37 Grafton House 2-3 Golden Square, London, W.1 (Tel. Regent 1106).
(Mr. D. R. Cork, Ext. 2760).

United States: ALLIED PURCHASING CORPORATION – Autumn 1967.
This organization will feature consumer goods from Britain and other countries at 29 of its branches across the United States at various dates this autumn.
The London Buying House for the Corporation is Metasco Inc., 167 Oxford Street, London, W.1 (Tel. Gerrard 3301).
(Mr. D. R. Cork, Ext. 2760).

Columbia, S. Carolina: BELK'S DEPARTMENT STORE – October 1967.
This store will feature giftware and housewares from Britain and other countries. No London buying house is known for this store, but interested manufacturers should contact the store direct.
(Mr. D. R. Cork, Ext. 2760).

St. John, New Brunswick: MANCHESTER ROBERTSON ALLISON LTD. – October 8-21, 1967.
This promotion will feature the full range of consumer goods from Britain in all 50 of its departments.
The London buying house for this store is Owen Owen Ltd., 103 Kingsway, London, W.C.2 (Tel. Holborn 2302 or 0584).
(Mr. R. A. Hillier, Tate Gallery 1288, Ext. 7240).

Hartford, Connecticut: G. FOX CO. – October 15-28, 1967.
This store will feature consumer goods from Britain and other countries.
The store is represented in London by R. H. Macy and Co. Inc., 52/53 Conduit Street, London, W.1 (Tel. Regent 4583).
(Mr. D. R. Cork, Ext. 2760).

Philadelphia: JOHN WANAMAKER – October 15-30, 1967.
This promotion will feature British menswear and foodstuffs together with the goods of other countries.
This store's London Buying House is Frederick Atkins (International) Ltd., 72 New Bond Street, London, W.1 (Tel. Mayfair 9806).
(Mr. R. A. Hillier, Tate Gallery 1288, Ext. 7240).

Nagoya, Japan: MEITETSU DEPARTMENT STORE CO. LTD. – November 3-8, 1967.
This store will feature British consumer goods. No London buying house is known, but interested manufacturers should contact the store direct at 223 Sasajima-Cho 1-Chome, Nakamura-Ku, Nagoya, Japan.
(Mr. R. A. Hillier, Tate Gallery 1288, Ext. 7240).

ADDITIONS – 1968

Denmark: BRITISH TRADE DRIVE – Spring 1968.
This large-scale trade drive will include the following:

(i) BRITISH SHOPPING WEEK, ESBJERG.
The port of Esbjerg, twinned with Harwich, was established to facilitate trade with Britain. It will celebrate its centenary in the period April 24-May 5, 1968, during which some 150 shops will 'go British'. It is hoped to arrange various supporting events.

(ii) IRMA A/S – STORE PROMOTION.
This major group of 50 supermarkets and 125 food stores will hold a promotion of British goods during the latter half of May 1968.

(iii) DANISH RETAILERS' ASSOCIATION
will hold a promotion of British goods throughout their chain of 750 stores at the end of May/early June 1968.

(iv) SCHOUS FABRIKER A/S – STORE PROMOTION.
This group, with some 350 outlets selling women's clothing, household linen and toilet articles, will hold a promotion of British goods during May 1968.
(Mr. A. E. H. Sammons, 01-828 1288, Ext. 7251).

Basle: BRITISH SHOPPING WEEK – September 20-28, 1968.
About 200 shops in the central shopping area will participate in this event aimed at promoting the sale of a wide variety of British goods.
(Mr. A. E. H. Sammons, 01-828 1288, Ext. 7251).

Amendments and Additions to Classified List of TRADE FAIRS AND EXHIBITIONS—Section II-IV

No responsibility is taken for the standing of organizations or individuals mentioned in these lists and dates, etc., may be subject to alteration.

Applications should be made to the organizers or United Kingdom agents for details of costs and conditions of participation, but the Board of Trade Overseas Trade Fairs Directorate, Broadway Buildings, 54 Broadway, London, S.W.1, will be glad to answer general inquiries. The telephone number is 01-222 7877, extension 3069.

Eastern Europe 3558
Cologne, Düsseldorf, Offenbach, Wiesbaden 2569
Austria, Italy 2782
France (Paris only) 2783
Other towns in France, Belgium, Luxembourg 2398
Malta, Netherlands, Switzerland . . 3071
Other Western European Countries and the rest of the World 2496
United Kingdom 3008

Information can also be provided about other events, which owing to space limitation, are not included in the lists.

* event held annually at approximately the time stated.

† event held in alternate years at approximately the time stated.

EUROPEAN TRADE FAIRS AND EXHIBITIONS – Section II

Amendment – 1967

UTRECHT: CHILDREN'S AND BABIES' WEAR EXHIBITION (HET KIND).
The Board of Trade have been informed that this event will now take place from September 25-28, and not on the dates shown in previous issues of the *Board of Trade Journal*.

Addition – 1967

MILAN: EXHIBITION OF SCIENTIFIC TEACHING APPARATUS – November.
Apply, Museo Nazionale della Scienza e della Tecnica, 'Leonardo da Vinci,' Via S. Vittore 21, Milan.

Deletion – 1968

VIENNA: INTERNATIONAL SPRING TRADE FAIR.

Amendments – 1968

GENOA: INTERNATIONAL BOAT SHOW, CARAVAN AND CAMPING EXHIBITION.
The Board of Trade have been informed that this event will now take place from February 1-11, and not on the dates shown in previous issues of the *Board of Trade Journal*.

AMSTERDAM: INTERNATIONAL COMMERCIAL VEHICLE EXHIBITION.
The Board of Trade have been informed that this event will take place from February 8-18.

(*Continued on page* 539)

step up your exports step into the 3rd Export Services Exhibition

What an amazing wealth of specialised knowledge will be represented. Every kind of export service, facility and information source, including the Board of Trade, will be available for you to examine, and ask questions.
Major freight companies, British Road Services; airlines; international road haulage organisations; forwarding agents; ferry services; packaging firms; banks; buying houses;—all these experts will be there, demonstrating the latest aids and advantages. No one in any way connected with exporting, can afford to miss this unique Exhibition; the most comprehensive ever put on in Britain, probably the world.

National Hall
London Olympia
September 11th-15th 1967
Open 10 am to 6 pm

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Admission by business card, or an invitation ticket which is available from the organisers:
Brian Mack (Organising Director)
Mack-Brooks Exhibitions Ltd
96 Hatton Garden London EC1 Tel 01-405 5171

HELSINKI: BOAT AND CAMPING SHOW.
The Board of Trade have been informed that this event will now take place from March 15-24 and not from February 9-18 as originally published under the heading HELSINKI: CAMPING SHOW.

BOLOGNA: INTERNATIONAL FOODSTUFFS EXIBITION.
The Board of Trade have now been informed that this event will take place from March 30-April 7.

LILLE: INTERNATIONAL TRADE FAIR.
The Board of Trade have been informed that this event will take place from April 26-May 6.

NANCY: INTERNATIONAL TRADE FAIR.
The Board of Trade have been informed that this event will take place from May 30-June 10.

PARIS: INTERNATIONAL LEATHER WEEK (SEMAINE DU CUIR).
The Board of Trade have been informed that this event will take place from September 12-17.

Additions – 1968

PARIS: INTERNATIONAL PLEASURE BOAT EXHIBITION – January 12-22.
* Apply, Exhibitions and Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W.1 (Tel. Regent 0511).

PARIS: CARPET AND FLOOR COVERINGS EXHIBITION (SALON DU TAPIS) – January 17-22.
* Apply, M. P. Breton, Commissariat General du Salon International du Tapis et des Revetments de Sols, 22 Avenue Franklin Roosevelt, Paris 8e.

PARIS: INTERNATIONAL LIGHTING EXHIBITION – January 17-22.
* Apply, Commissariat General, Salon du Luminaire, 22 Avenue Franklin Roosevelt, Paris 8e.

MILAN: INTERNATIONAL LEATHER EXHIBITION (MIPEL) – January 20-24.
Apply, Mercato Italiano Della Pelleteria Mipel, Via Leopardi 14, Milan.

PARIS: INTERNATIONAL FESTIVAL OF SOUND – March 7-12.
* Apply, Commissariat General, 16 rue de Presles, Paris 15e.

GRENOBLE: INTERNATIONAL WINTERSPORTS EXHIBITION – March 23-27.
* Apply, Commissariat General, Foire de Grenoble, 1 Place Jacqueline-Marval, Grenoble.

PARIS: INTERNATIONAL EXHIBITION OF ELECTRONIC COMPONENTS – April 1-6.
* Apply, Federation National des Industries Electroniques, 16 rue de Presles, Paris 15e.

MURCIA: 6TH INTERNATIONAL TINNED GOODS AND FOOD FAIR (FICA) – April 1-10.
Apply, Feria Internacional de la Conserva Y Alimentacion, Murcia, Spain.

TOULOUSE: INTERNATIONAL TRADE FAIR – April 18-29.
* Apply, M. Lacassagne, President, Palais de la Foire, Toulouse (Haute-Garonne).

PARIS: INTERNATIONAL CONFECTIONERY EXHIBITION (INTERSUC) – April 20-24.
* Apply, INTERSUC, 48 Avenue de Villiers, Paris 17e.

PARIS: INTERNATIONAL FUR TRADE EXHIBITION – April 20-25.
* Apply, M. Lebel, 36 Avenue de l'Opera, Paris 2e.

PARIS: NATIONAL CAMPING, CARAVANING AND SPORTS EXHIBITION – April 20-May 1.
* Apply, 60 rue Notre-Dame des Victoires, Paris 2e.

BESANCON: INTERNATIONAL CLOCK AND WATCH-MAKING INDUSTRY EXHIBITION – May 18-26.
* Apply, Commissariat General, Salon International de l'Horlogerie, 54 Grande Rue, Besancon.

ST. GALLEN: INTERNATIONAL ANTIQUE REPRODUCTIONS EXHIBITION (KOPANTIQUA) – June 8-16.
Apply, Hampshire House Ltd., 119-127 Marylebone Road, London, N.W.1 (Tel. 486 5081).

BORDEAUX: INTERNATIONAL TRADE FAIR – June 13-24.
* Apply, Administration de la Foire International, 12 Place de la Bourse, Bordeaux.

JONKOPING: EUROPEAN AGRICULTURAL AND INDUSTRIAL FAIR (ELMIA) – June.
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. Hunter 1951).

SANTAREM: RIBATEJO AGRICULTURAL FAIR – June.
Apply, Secretario Feria Nacional de Agricultura, Feria do Ribatejo, Santarem, Portugal.

STRASBOURG: INTERNATIONAL TRADE FAIR – September 5-16.
* Apply, M. le President, 9 Rue Brulee, Strasbourg.

MARSEILLES: INTERNATIONAL FAIR – September 19-30.
* Apply, Butler's Advertising Service, Fenwick House, 292 High Holborn, London, W.C.1 (Tel. Chancery 4224/5).

PARIS: INTERNATIONAL BUSINESS MACHINES AND OFFICE EQUIPMENT EXHIBITION (SICOB) – September 26-October 5.
* Apply, Salon de l'Equipment de Bureau, 6 Place de Valois, Paris 1ler.

PARIS: INTERNATIONAL MOTOR, CYCLE, MOTORCYCLE AND SPORTS EXHIBITION – October 3-13.
* Apply, Commissariat General, 3 Avenue de President Wilson, Paris 16e.

BARCELONA: INTERNATIONAL TECHNICAL SHOW OF MACHINERY AND EQUIPMENT FOR MUNICIPALITIES – October 6-12.
Apply, I Exposicion Internacional de Maqiunaria, Y Utillaje para Municipios, Feria de Muestras de Barcelona, Avenida Maria Christina (Parque de Montjuich) Barcelona 4.

ST. GALLEN: AGRICULTURAL AND DAIRY SHOW (OLMA) – October 10-20.
* Apply, Swiss Embassy, 18 Montagu Place, Bryanston Square, London, W.1 (Tel. Paddington 0701).

PARIS: INTERNATIONAL HOTEL AND CATERING EXHIBITION (EQUIP'HOTEL) – October 10-21.
* Apply, M. Willard, 13 rue de Liege, Paris 9e.

PARIS: INTERNATIONAL PROFESSIONAL OPEN AIR EQUIPMENT AND FISHING EXHIBITION – October 12-14.
* Apply, M. Dayne, 15 rue de la Paix, Paris 2e.

MONTPELLIER: INTERNATIONAL WINE FAIR – October 12-23.
* Apply, M. le President, Place du Polygone, Montpellier (Herault).

DUBLIN: IRISH MATERIALS HANDLING EXHIBITION – October 16-20.
Apply, Provincial Exhibitions Ltd., City Hall, Deansgate, Manchester.

GENEVA: IDEAL HOME EXHIBITION (ARTS MENAGERS) – October 23-November 3.
* Apply Secretariat, 54b Route des Accacias, Geneva 1211.

PARIS: INTERNATIONAL EXHIBITION OF MATERIALS, TECHNIQUES AND WHOLESALE TRADE FOR MEAT INDUSTRY (MATIC) – October 27-November 4.
† Apply, MATIC, 42 rue du Louvre, Paris, 1e.

PARIS: INTERNATIONAL FOOD EQUIPMENT INDUSTRIES EXHIBITON (MATERAL) – October 27-November 4.
† Apply, Salon International de l'Equipment des Industries de l'Alimentation, 42 rue du Louvre, Paris 1er.

DIJON: FOOD, WINES AND GASTRONOMY EXHIBITION – October 30-November 11.
* Apply, M. le President, Palais des Expositions, Boulevard de la Champagne, Dijon.

LILLE: HOME COMFORT AND CHILDREN'S EXHIBITION – October 31-November 11.
* Apply, Commissariat General, Palais de la Foire, Lille.

PARIS: DO-IT-YOURSELF EXHIBITION (SALON DU BRICOLAGE) – November 1-14.
* Apply, Salon du Bricolage, 42 rue du Louvre, Paris 1er.

PARIS: INTERNATIONAL EXHIBITION FOR THE MALT AND BEER INDUSTRIES – November 2-8.
† Apply, M. Caron, 3 rue la Boetie, Paris 8e.

PARIS: INTERNATIONAL BOTTLING EQUIPMENT AND ALLIED INDUSTRIES EXHIBITION – November 2-8.
Apply, M. Caron, 3 rue la Boetie, Paris 8e.

PARIS: INTERNATIONAL DAIRY EQUIPMENT EXHIBITION – November 2-8.
† Apply, M. Caron, 3 rue la Boetie, Paris 8e.

HELSINKI: PHYSICIANS DAYS – November 12-18.
Apply, Dr. E. Klinge, Finnish Doctors Association, Helsinki.

PARIS: INTERNATIONAL PACKAGING EXHIBITION – November 24-30.
† Apply, Salon de l'Emballage, 20 rue Carpeaux, Puteaux (Seine).

Addition – 1969

BASLE: INTERNATIONAL SURFACE TREATMENT EXHIBITION – November 19-25.
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1 (Tel. Museum 9325).

TRADE FAIRS AND EXHIBITIONS OUTSIDE EUROPE – Section III

Additions – 1967

MONTREAL: EXHIBITION AT THE CONVENTION OF THE PRESTRESSED CONCRETE INSTITUTE – October 8-12.
Apply, R. J. Lynman, Executive Director, 205 W. Wacker Drive, Chicago, Illinois, 60606.

NEW YORK: NATIONAL ASSOCIATION OF MEN'S SPORTSWEAR BUYERS, SPRING '68 SPORTSWEAR SHOW – October 22-25.
Apply, Seymour Schimel, Executive Secretary, 350 5th Avenue, New York, N.Y. 10001.

HONG KONG: SILVER JUBILEE EXHIBITION, 1967 – December 5-January 9, 1968.
Apply, Exhibition Secretary, The Chinese Manufacturers Association of Hong Kong, CMA Building, 64-65 Connaught Road, Central, Hong Kong.

Additions – 1968

PHILADELPHIA: ANNUAL NATIONAL AUTOMOTIVE ACCESSORIES EXPOSITION – January.
Apply, Automotive Accessories Manufacturers of America, 555 East City Line Avenue, Bala-Cynwyd, P.A. 19004.

LOS ANGELES: NATIONAL ELECTRONIC PACKAGING AND PRODUCTION CONFERENCE ON ELECTRICAL COMPONENTS (NEP-CON 68 WEST) – January 30-February 1.
Apply, Mr. M. S. Kever, National Electronics Packaging and Production Conference, 222 West Adams Street, Chicago, Illinois, 60606.

CHICAGO: NATIONAL SPORTING GOODS SHOW – February 4-8.
Apply, Robert J. Youngblood, National Sporting Goods Association, 23 East Jackson Boulevard, Chicago, Illinois 60604.

TORONTO: CANADIAN HARDWARE SHOW – February 5-8.
Apply, D. J. Blanchard, Director Industry Services, 290 Merton Street, Toronto, 7.

MONTREAL: CANADIAN TOY FAIR – February 29-March 7.
Apply, W. Griffith, Secretary, Room 1307, 67 Tonge Street, Toronto, W.

LOS ANGELES: WESTERN METAL AND TOOL EXPOSITION – March.
Apply, American Society of Metals, Metals Park, Ohio.

NEW YORK: INTERNATIONAL BICYCLE AND MOTORCYCLE SHOW – March 10-14.
Apply, International Trade Shows, 545 Fifth Avenue, New York, N.Y. 10017.

NEW YORK: 18TH INTERNATIONAL TOY AND TRADE FAIR – March 10-14.
Apply, International Trade Shows, 545 Fifth Avenue, New York, N.Y. 10017.

TORONTO: CANADIAN NATIONAL SPORTSMAN'S SHOW – March 15-23.
Apply, Toronto Anglers' and Hunters' Association, King Street East, Toronto, Ontario.

WASHINGTON: 13TH ANNUAL INTERNATIONAL GAS TURBINE CONFERENCE AND PRODUCTS SHOW – March 17-21.
Apply, Marketing Exhibitions Ltd., 48 West Side, London, S.W.18 (Tel. 01-874 2325/6/7).

CLEVELAND: ANNUAL CONFERENCE AND EXHIBITION OF THE NATIONAL ASSOCIATION OF CORROSION ENGINEERS – March 18-22.
Apply, R. W. Huff, Exhibition Manager, 980 H.M. Building, Houston, Texas.

TORONTO: MEN'S AND BOY'S APPAREL MART – March 31-April 3.
Apply, Men's and Boy's Apparel Mart Committee, 465 Wilson Avenue, Downsview, Ontario.

NEW YORK: NATIONAL ASSOCIATION OF MEN'S SPORTSWEAR BUYERS – April 6-13.
Apply, Seymour Schimel, Executive Secretary, 350 5th Avenue, New York, N.Y. 10001.

PHILADELPHIA: AMERICAN SOCIETY OF TOOL AND MANUFACTURING CONFERENCE AND TOOL SHOW (ASTME) – April 29-May 3.
* Apply, Leonard Abrahams, Exposition Director, 20501 Ford Road, Dearborn, Michigan 48128.

CALGARY (ALBERTA, CANADA): THE NATIONAL PETROLEUM SHOW – May 7-10.
Apply, Marketing Exhibitions Ltd., 48 Westside, London, S.W.18 (Tel. 01-874 2325/6/7).

CHICAGO: 49TH ANNUAL NATIONAL RESTAURANT CONVENTION AND EXPOSITION (HOTELARAMA) – May 20-23.
Apply, Jerry Flaherty, Director, 1530 North Lake Shore Drive, Chicago, Illinois, 60610.

CHICAGO: DESIGN ENGINEERING CONFERENCE AND SHOW – June 3-6.
Apply, Clapp & Poliak, Exposition Management, 341 Madison Avenue, New York, N.Y. 10017.

CHICAGO: NATIONAL ASSOCIATION OF MUSIC MERCHANTS ANNUAL CONVENTION AND MUSIC SHOW – June 23-27.
Apply, National Association of Music Merchants, 222 West Adams Street, Chicago, Illinois, 60606.

MONTREAL: THE CANADIAN CHEMICAL AND EQUIPMENT EXHIBITION – September 24-26.
Apply, Marketing Exhibitions Ltd., 48 West Side, London, S.W.18 (Tel. 01-874 2325/6/7).

TRADE FAIRS AND EXHIBITIONS IN THE UNITED KINGDOM – Section IV

Amendment – 1967

LONDON AND PROVINCES: LONDON FASHION EXPORT WEEKS.
The Board of Trade have been informed that this exhibition will take place from October 23-November 3 and not from October 23-27 as previously published.

Amendment – 1968

BIRMINGHAM: BOAT, CARAVAN AND CAMPING SHOW – February 17-March 2.
The Board of Trade have been informed that the title of this exhibition is Birmingham Post-Evening Mail Boat and Leisure Life Exhibition.

Additions – 1968

NEWCASTLE-UPON-TYNE: 3RD TYNESIDE HOTEL, INDUSTRIAL CATERING AND LICENSED VICTUALLERS EXHIBITION – April 23-26. At High Gosforth Park.
* Apply, Slade Promotions Limited, 52 Shaftesbury Avenue, London, W.1 (Tel. 01-437 4260/01-734 7400).

LEICESTER: INTERNATIONAL SHOE MACHINERY EXHIBITION (ISMEX '68) – May 20-24. At Granby Halls.
Apply, Shoe and Leather News (Exhibitions) Ltd., 84-88 Great Eastern Street, London, E.C.2 (Tel. Shoreditch 2071).

LONDON: LONDON INTERNATIONAL FOOD AND DRINK FAIR – September 5-14. At Olympia.
Apply, Industrial and Trade Fairs Ltd., Commonwealth House, 1-19 New Oxford Street, London, W.C.1 (Tel. 01-242 9011).

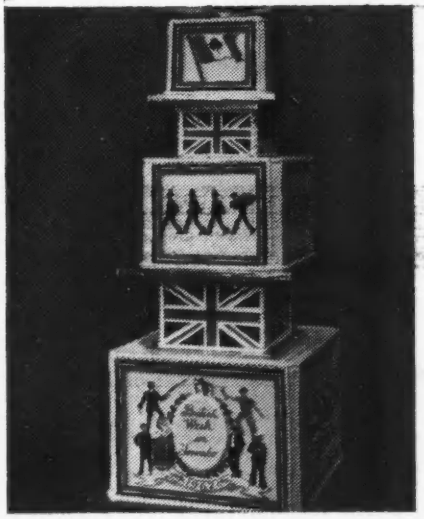
Additions – 1969

LONDON: INTERNATIONAL PHOTO-CINE FAIR – May 12-17. At Olympia.
† Apply, Iliffe Exhibitions Ltd., Dorset House, Stamford Street, London, S.E.1 (Tel. 01-928 3333).

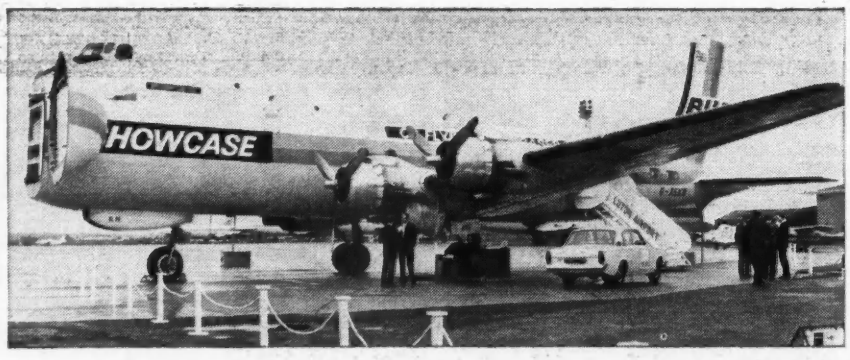
LONDON: WORLD FISHING EXHIBITION – May 28-June 3. At Olympia.
† Apply, Commercial Exhibitions Ltd., The Towers, Shepherds Bush Road, London, W.6 (Tel. Riverside 3071).

LONDON: INTERNATIONAL HOSPITAL EQUIPMENT AND MEDICAL SERVICES EXHIBITION – June 2-6. At Olympia.
† Apply Contemporary Exhibitions Ltd., 14 New Burlington Street, London, W.1 (Tel. Regent 0855).

LONDON: INTERNATIONAL PLASTICS EXHIBITION (INTERPLAS) – June 18-28. At Olympia.
† Apply, Iliffe Exhibitions Ltd., Dorset House, Stamford Street, London, S.E.1 (Tel. 01-928 3333).



To mark the occasion of the British Week in Toronto (October 12-21), the first British Week to be held in Canada, Huntley & Palmers Ltd. have presented a special three-tier 65 lb. iced cake, which depicts in a novel and humorous way scenes from the British way of Life, on a similar theme to that in the British Pavilion at EXPO 67 in Montreal. The cake will be on show in the departmental store of T. Eaton and Co. during the British Week, and will afterwards be presented to a charity organization.



Car-carrying aircraft converted as mobile exhibition units are to be used to sell British goods abroad by CB Flying Showcases. The car hold will offer 650 square feet of exhibition space and the passenger compartment conference facilities for 15 people. The aircraft will display the exhibiting company's name and will be used only as transport for the exhibition. On arrival at an airport it becomes a static display; the nose section of aircraft can be swung back and, if necessary, the exhibition area extended by using a tented section. Picture shows a Flying Showcase aircraft prior to departure from Luton Airport. On August 16 the aircraft was in Brussels, where it was shown to executives of ITT Europe.

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

£4 million loan to Ghana

AN AGREEMENT has been signed between the British and Ghana Governments for a £4 million loan to Ghana.

The loan is for 25 years with a waiver of interest for seven years and a five-year grace period on capital repayments.

This aid is in support of Ghana's balance of payments in 1967 and is tied to British goods and services. It is in addition to British technical assistance, which is expected to amount to about £500,000 this year.

Inquiries should be addressed to Commercial Relations and Exports Department, Board of Trade, Room 309, 1/19 Victoria Street, London, S.W.1, quoting reference GD CRE/19945/G.

£138,000 in grants for Fiji

FIJI IS TO receive £138,000 in grants from Colonial Development and Welfare Funds through the Ministry of Overseas Development. This is made up of a grant of £76,000 for road improvements and one of £62,000 for fertilizers, herbicides, weedicides, pesticides, and fencing wire.

The road grant is a 75 per cent contribution towards the construction of a new road through the capital, Suva, to help cope with the city's increasing number of vehicles which has almost doubled in the last 10 years. This is only one phase of a plan which involves the development of a new commercial centre.

The £62,000 grant is to provide subsidies to farmers to encourage them to use fertilizers and other methods of increasing production, particularly in the initial years when their margin of profit is low. This is in continuation of a scheme started several years ago and in respect of which grants totalling over £143,000 have already been made.

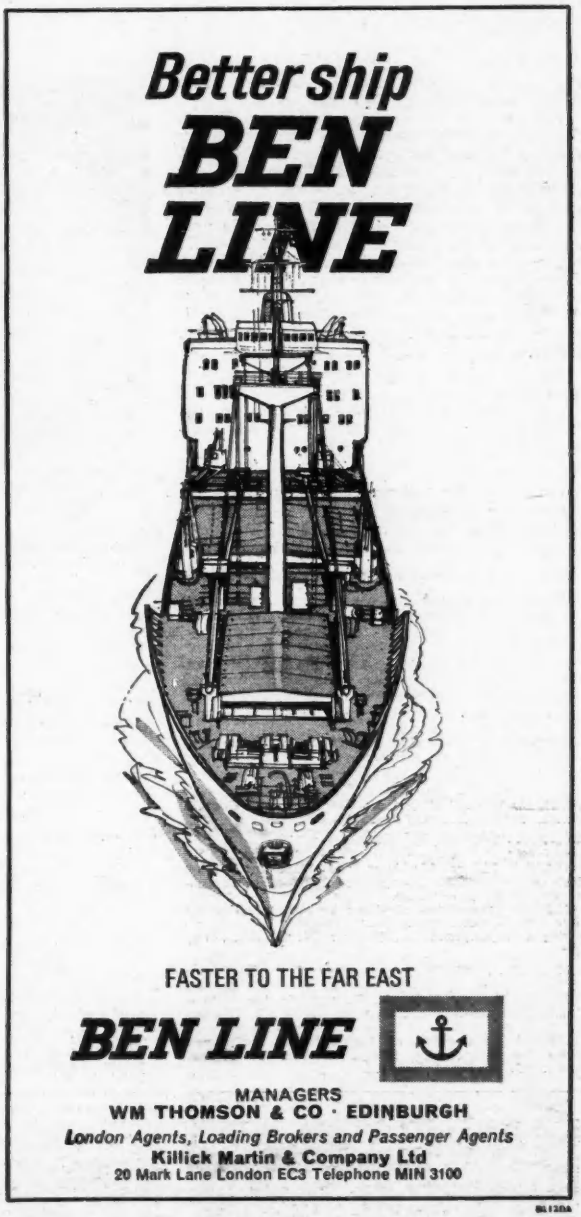
West Germany and Switzerland

THE SWISS *Recueil des Lois Fédérales*, No. 24 of June 8, 1967, published the text of the eleventh additional protocol to the Trade Agreement of December 2, 1954, between Switzerland and West Germany, signed in Berne on March 9, 1967.

Import quotas for Swiss goods into West Germany under the protocol include fruit and fruit products, and fresh vegetables. Quotas for West German exports to Switzerland include live horses, meat and seed potatoes. These quotas are applicable for the 1967 calendar year.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E11, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 449).

A Leyland Super Hippo truck fitted with a Michelin electric deflation alarm and a 24-hour tachograph which will be used for tyre research purposes by a Polish tyre factory.



New benefit for telex subscribers

THE GPO ANNOUNCE that a new scheme for auxiliary telex lines with a reduction of £40 in the annual rental has been introduced. The facility is offered in an effort to reduce the number of telex calls that do not connect at the first attempt because the number required is already engaged. Installation of auxiliary lines can increase the successful call rate by 20 per cent to 95 per cent. Benefit to the subscriber is in avoiding possible loss of business.

The United Kingdom is the third largest user of telex in the world with more than 20,000 connections. Subscribers pay £160 a year rental for a line. Under the new arrangement an additional telex line on auxiliary working can be rented for £120.

Information for exporters

Brief details are given below of some of the Calls for Tender reported in recent issues of the **Export Service Bulletin.**†

For further information contact Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. 01-248 5757, *Ext.* 404 *and* 406. *Telex* 25977 *AB: Bothillgate, Ldn.). Quote country, commodity and E.S.B. reference number. The date given is the closing date and refers to the current year unless otherwise indicated. An asterisk implies that tender documents are available on loan. The number in brackets is that of the Bulletin in which the inquiry appeared. Copies of these Bulletins may be obtained from the address above at 2s. each. Remittance with order, please.*

ANGOLA

(168/67) Buses for Comissao Administrativa, Servicos Municipalizados, Luando. (Further Information.) Tender documents now available. E.S.B. 9924/67.*

AUSTRALIA

(166/67) Clarifier Equipment for Metropolitan Water, Sewerage and Drainage Board. (Further Information.) Tender documents now available. E.S.B. 30812/67.*

Southern Electric Authority of Queensland:

(165/67) Feeder Protection Schemes. October 31. E.S.B. 31551/67.

(167/67) Demineralizing Plant. November 6. E.S.B. 31941/67.

(165/67) Revolution Counters for State Rivers and Water Supply Commission. October 3. E.S.B. 31552/67.*

BURMA

(166/67) Cotton Spinning and Weaving Plant for Industrial Development Corporation. (Further Information.) Closing date postponed to October 31. E.S.B. 11190/67.*

CANADA

(169/67) Circuit Breakers for Manitoba Hydro. September 21. E.S.B. 32009/67.

CANARY ISLANDS

(167/67) Hospital Project for Teneriffe Island Council. (Further Information.) E.S.B. 12872/65.

CEYLON

(165/67) Fishery Machinery and Plant for Ceylon Fisheries Corporation. Closing date postponed to September 27. E.S.B. 23122/67.*

(166/67) Construction of Water Treatment Station for River Valleys Development Board. (Further Information.) Closing date postponed to September 27. E.S.B. 24476/67.*

COLOMBIA

(169/67) Pressure Piping for Empresa de Acueducto y Alcantarillado de Bogota. November 13. E.S.B. 31994/67.

(165/67) Construction of Hydro-Electric Intake and Tunnel for Empresa de Energia Electrica de Bogota. October 25. E.S.B. 31582/67.

Mr. John A. Cox, export manager of Edward Elwell Ltd., Wednesbury, with some interesting examples of Elwell's exports. He is holding an Australian fern hook, sharpened on both sides. The knobby stick shows the accepted handle for the East African tanged hoe. The axe head is in the pick eye version for Africa; it takes an ordinary pick handle. On the right is the curious disc hoe from Ghana and behind it a parang as used in South East Asia. In the centre is the type of cane bill used in Mauritius; it is very similar to a Suffolk billhook except that it is sharpened both ways.

EL SALVADOR

(168/67) Laundry Equipment for Proveeduria General de la Republica. September 13. E.S.B. 31973/67.*

ECUADOR

(165/67) Electrical Equipment and Materials for Instituto Ecuatoriano de Electrification. October 19. E.S.B. 31586/67.

ETHIOPIA

(166/67) Transformers for Ethiopian Electric Light and Power Authority. September 29. E.S.B. 31562/67.*

(165/67) Switchboards for Imperial Board of Telecommunications. September 18. E.S.B. 31560/67.*

(165/67) Furniture and Equipment for Schools for Ministry of Education and Fine Arts. November 30. E.S.B. 31561/67.

FORMOSA

Central Trust of China:

(165/67) Steel Casing. September 16. E.S.B. 31393/67.*

(165/67) Welding Machines. September 15. E.S.B. 31391/67.*

(165/67) Chemicals Filter Paper. September 15. E.S.B. 31399/67.*

(165/67) X-Ray Accessories. September 14. E.S.B. 31546/67.

(165/67) Bus Chassis and Accessories. September 14. E.S.B. 31382/67.*

(165/67) Centrifugal Pumps. September 13. E.S.B. 31505/67.*

(165/67) Rotary Tabletting Machine and Equipment. September 19. E.S.B. 31373/67.*

(165/67) Fuse Mountings. September 15. E.S.B. 31376/67.*

(165/67) Porcelain Saddles. September 15. E.S.B. 31375/67.*

(165/67) Steel Pipe; Ammonia. September 15. E.S.B. 31381/67.*

(165/67) Power Cable. September 15. E.S.B. 31388/67.*

(165/67) Metering Outfits. September 18. E.S.B. 31395/67.*

(166/67) Diesel Tank Lorry. September 13. E.S.B. 31372/67.*

(166/67) Pipe-cutting and Bevelling Machine. September 13. E.S.B. 31377/67.*

(166/67) Hose. September 15. E.S.B. 31378/67.*

(168/67) Valves. September 14. E.S.B. 31392/67.*

(166/67) Platinum Gauze. September 19. E.S.B. 31400/67.*

(166/67) Malic Acid. September 15. E.S.B. 31390/67.*

(166/67) Heat Exchanger Tubes. September 19. E.S.B. 31394/67.*

(168/67) Oscillator; Voltmeter. September 15. E.S.B. 31398/67.*

(166/67) Holiday Detector. September 13. E.S.B. 31545/67.*

GREECE

Ministry of Trade:

(166/67) Matches. October 9. E.S.B. 31595/67.*

(166/67) Planimeter. September 18. E.S.B. 31591/67.*

†*The* **Export Service Bulletin,** *a 'must' for exporters, is published daily from Monday to Friday. A week's issues may contain as many as* 500 *calls for tender in addition to numerous inquiries from foreign firms for British goods, offers to represent British companies in overseas markets, reports on foreign markets for selected products, etc. Each quarter an issue entitled, 'World Economic Comments', summarizes the economic conditions in more than* 100 *countries. Special supplements devoted to particular countries are also published from time to time. A year's subscription, which will bring you all the issues, costs* only £10 10*s. The* **Export Service Bulletin** *is available only to individuals resident and firms registered and carrying on business in the United Kingdom.*

If you would like a specimen copy, get in touch with Export Services Branch, Board of Trade, Hillgate House, 35 *Old Bailey, London, E.C.4. (Tel.* 01-248 5757, *Ext.* 7058, *Telex* 25977, *AB: Bothillgate, Ldn.) mentioning the products or countries of special interest to you.*

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ICELAND

(166/67) Helicopter for Government Purchasing Department. September 29. E.S.B. 31590/67.*

INDIA

Andhra Pradesh State Electricity Board:
(167/67) Tractor Trailer. (Further Information.) E.S.B. 31054/67.*
(169/67) Transformers. (Further Information.) Tender documents now available. E.S.B. 29746/67.*
Beas Purchase Organization:
(165/67) Carbon Drill Steel. November 8. E.S.B. 31330/67.
(165/67) Station Wagon. September 27. E.S.B. 31332/67.
(165/67) Fork-lift Trucks. September 27. E.S.B. 31329/67.
(165/67) Bronze Castings. September 19. E.S.B. 31331/67.
Bharat Earth Movers Ltd.:
(167/67) Lathes. September 22. E.S.B. 31909/67.
(167/67) Plate Bending Rolls. September 20. E.S.B. 31907/67.
(167/67) Radial Drilling Machines. September 21. E.S.B. 31908/67.
(167/67) Vertical Milling Machines. September 23. E.S.B. 31910/67.
(167/67) Mobile Cranes. September 25. E.S.B. 31911/67.
(168/67) Grinding Machine. September 15. E.S.B. 31916/67.
(168/67) Machine Tools. September 13. E.S.B. 31914/67.
(168/67) Slotting Machines. September 14. E.S.B. 31915/67.
(167/67) Cranes for Bombay Port Trust. (Further Information.) Closing date postponed to September 27. E.S.B. 19781/67.
Director-General of Supplies and Disposals:
(165/67) Gang Slitting Machine. September 21. E.S.B. 31542/67.*
(166/67) Punching, Shearing and Cropping Machine. September 19. E.S.B. 31541/67.*
(167/67) Bottling Press. September 26. E.S.B. 31904/67.*
(166/67) Varnished Cloth for Indian Telephone Industries Ltd. September 18. E.S.B. 31901/67.
Madras State Electricity Board:
(166/67) Percentage Differential Protection Relays. September 14. E.S.B. 31905/67.*
(167/67) Testing Equipment. September 15. E.S.B. 31906/67.*
(166/67) Electrolytic Copper Wire Bars for Railway Electrification. September 18. E.S.B. 31563/67.
(167/67) Tool Steel for Southern Railway. (Further Information.) Tender documents now available. E.S.B. 31057/67.*
(165/67) Laboratory Test Equipment for U.P. State Electricity Board. (Further Information.) Tender documents now available. E.S.B. 30655/67.*

IRAN

(165/67) Fork-lift Trucks for Customs Administration. (Further Information.) Closing date postponed to October 10. E.S.B. 29210/67.*

IRAQ

(167/67) Railway Fastenings for Ministry of Communications. September 17. E.S.B. 31946/67.
Ministry of Defence:
(165/67) Vehicle Spare Parts. September 30. E.S.B. 31537/67.
(166/67) Paint. September 30. E.S.B. 31539/67.

ITALY

(165/67) Data Acquisition System for NATO, La Spezia. November 6. E.S.B. 31543/67.*

LIBYA

(166/67) Clothing for Ministry of Communications. September 18. E.S.B. 30678/67.*

MALAYSIA

(168/67) Telephone Instruments for Telecommunications Headquarters. (Advance Information.) E.S.B. 31960/67.*

MALTA

The Treasury:
(168/67) Cotton Suiting. September 14. E.S.B. 31951/67.*
(168/67) Cables. September 28. E.S.B. 31952/67.*
(168/67) Rayon Fabric. September 14. E.S.B. 31953/67.*

MOZAMBIQUE

(165/67) Railcars for Ports, Railways and Transport Department. December 4. E.S.B. 31578/67.

NETHERLANDS

Directorate of Waterways:
(167/67) Construction of Road. September 15. E.S.B. 29944/67.
(167/67) Dredging Work. September 15. E.S.B. 31917/67.

NEW ZEALAND

(166/67) Transformers for Auckland Electric Power Board. October 20. E.S.B. 31596/67.*
(166/67) Transformers for New Zealand Electricity Department. October 31. E.S.B. 31588/67.*

NIGERIA

(165/67) Aluminium Conductors for Electricity Corporation of Nigeria. September 15. E.S.B. 31529/67.

PAKISTAN

Pakistan Western Railway:
(167/67) Latrine and Receptacle. September 13. E.S.B. 31925/67.
(167/67) Nuts; Washers; Wire; Cement. October 17. E.S.B. 31922/67.
(167/67) Hardwood Sleepers. October 9. E.S.B. 31926/67.

PARAGUAY

(168/67) Builders' Hardware for Instituto de Provision de Materials. September 19. Tender documents (in Spanish) now available. E.S.B. 31959/67.*
(165/67) Pharmaceuticals; Surgical Equipment for Instituto de Prevision Social. September 18. E.S.B. 31584/67.*

SAUDI ARABIA

(165/67) Nylon Ropes for Arabian Oil Company. October 10. E.S.B. 31553/67.
(165/67) Teleprinters for Meteorological Department. September 13. E.S.B. 31554/67.

SENEGAL, REPUBLIC OF

(169/67) Rail Cars for La Regie des Chemins de Fer. November 2. E.S.B. 31990/67.*

SINGAPORE, REPUBLIC OF

(167/67) Sluice Valves for Public Utilities Board. September 19. E.S.B. 31929/67.*

SOUTH AFRICA

Cape Provincial Tender Board:
(168/67) Rope and Cordage. September 15. E.S.B. 31986/67.*
(168/67) Grinding Wheels. September 19. E.S.B. 31988/67.*
(168/67) Miscellaneous Supplies. September 19. E.S.B. 31987/67.*
(168/67) Drilling Equipment. September 19. E.S.B. 31985/67.*
(169/67) Floor and Kitchen Swabs. September 15. E.S.B. 31984/67.*
South African Railways and Harbours:
(166/67) Armature Shafts. September 15. E.S.B. 31600/67.
(167/67) Electric Cable. Closing date postponed to September 15. E.S.B. 28957/67.*
State Tender Board:
(168/67) Aluminium Bronze Nuts. September 20. E.S.B. 31963/67.*
(168/67) Cutting and Scribing Tools. September 20. E.S.B. 31964/67.*
(166/67) Electronic Instruments. September 18. E.S.B. 31967/67.*
(168/67) Radio Telemetering Equipment. September 14. E.S.B. 31966/67.*
(168/67) Rock Grapple. September 14. E.S.B. 31968/67.*
(168/67) Cold Chisels. September 20. E.S.B. 31962/67.*
(169/67) Cable Chain. September 18. E.S.B. 31961/67.*

SUDAN

(169/67) Carriage and Wagon Tyres for Sudan Railways. October 3. E.S.B. 32018/67.*

SWAZILAND

(167/67) Switchgear and Accessories for Swaziland Electricity Board. September 25. E.S.B. 31390/67.

THAILAND

(165/67) Circuit Breakers for Metropolitan Electricity Authority. October 10. E.S.B. 31577/67.*
State Railways:
(165/67) Electric Heaters. September 26. E.S.B. 31574/67.
(165/67) Thread Rolling Machines. September 26. E.S.B. 31573/67.*
(165/67) Telephone Sets and Accessories for Telephone Organization. September 18. E.S.B. 31569/67.

UNITED ARAB REPUBLIC (EGYPT)

(165/67) Ball Bearings for Egyptian Railways. September 26. E.S.B. 31559/67.

URUGUAY

Ministry of Public Health:
(167/67) Aluminium Seals. September 20. E.S.B. 31957/67.
(167/67) Radio-Dental Plates. September 20. E.S.B. 31958/67.
(167/67) Chains for National Ports Administration. September 18. E.S.B. 31954/67.
(167/67) Typewriters for Police Headquarters. October 11. E.S.B. 31956/67.
(167/67) Insulators for State Electricity and Telephone Board. September 26. E.S.B. 31955/67.

UNITED STATES OF AMERICA

(168/67) Power Transformers for Bonneville Power Administration. September 14. E.S.B. 31989/67.*

VIETNAM

(165/67) PVC Manufacturing Machinery and Equipment for Industrial Development Centre. September 20. E.S.B. 31530/67.*

ZAMBIA

Central Supply and Tender Board:
(168/67) Construction of Ministry Extensions. (Correction.) September 8, not 22 as published earlier. E.S.B. 29413/67.
(169/67) Caps. September 22. E.S.B. 31969/67.*
(169/67) Badges. September 22. E.S.B. 31970/67.*
(165/67) Electrical Equipment for Northern Electricity Supply Corporation. (Advance Information.) E.S.B. 31692/67.

EXPORT INQUIRIES

Most of the detailed information which British traders may need to help them sell their goods overseas can be obtained by contacting the nearest Regional Office of the Board of Trade or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757).

It may save you time if your export inquiries are sent in the first place to the Board of Trade rather than to Trade Commissioners or Commercial Officers overseas. A list of addresses of Regional Offices of the Board of Trade is given on page viii of the supplement 'British Commercial Representatives Overseas' in this week's Journal.

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Agency and export opportunities, market surveys, etc.

Brief details are given below of some of the inquiries for British goods, offers to represent British principals, market reports etc., published in recent issues of the **Export Service Bulletin.**†

Further information about these and copies of the Bulletins in which they appeared may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. 01-248 5757, Ext. 427, Telex 25977, AB: Bothillgate, Ldn.) at 2s. per copy. Remittance with order, please. Please quote the number in brackets, the country and commodity in all inquiries.

Argentina
(167/67) Agency inquiry for cleansing equipment; contractors equipment; refuse collection and disposal equipment. E.S.B. 31686/67.

Australia
(165/67) Inquiry for oil cans; screws. E.S.B. 31752/67.
(165/67) Inquiry for textile machinery and accessories; yarns. E.S.B. 31165/67.
(167/67) Inquiry for electrical controls; power supply rectification equipment; thermostats. E.S.B. 30594/67.
(169/67) Manufacture under licence – castings. E.S.B. 32245/67.

Barbados
(167/67) Agency inquiry for china; cutlery; foodstuffs; glassware; kitchenware. E.S.B. 31678/67.

Benelux/Hungary
(168/67) Trade Agreement. C.R.E. 7406/G.

Benelux/Poland
(168/67) Trade Agreement. C.R.E. 8736/G.

Bolivia
(166/67) Agency inquiry for blades; saws. E.S.B. 28139/67.
(165/67) Inquiry for gas cookers and accessories; refrigerators. E.S.B. 31709/67.
(165/67) Inquiry for floor coverings; garbage incinerators; paraffin; waxes; whisky; wire cable; wrapping and packaging paper. E.S.B. 31462/67.
(166/67) Inquiry for neon lighting manufacturing equipment. E.S.B. 31474/67.
(166/67) Inquiry for wire drawing plant. E.S.B. 31670/67.

Bulgaria
(166/67) Commercial department, British Embassy, Sofia. E.S.B. 1209/G.

Canada
(166/67) Agency inquiry for piping; sprinkler installation equipment. E.S.B. 31468/67.
(167/67) Agency inquiry for civil engineering equipment and instruments; generator sets. E.S.B. 29011/67.
(167/67) Inquiry for foodstuffs. E.S.B. 28725/67.
(168/67) Manufacture under licence – engineering products. E.S.B. 26604/67.
(169/67) Inquiry for neutron generator E.S.B. 32254/67.

Ceylon
(167/67) Agency inquiry for asbestos cement sheets; cotton; fishing net factory equipment; foodstuffs; glass; paper; resin glue; road building materials and equipment; rope; steel and aluminium products; sulphur. E.S.B. 27346/67.

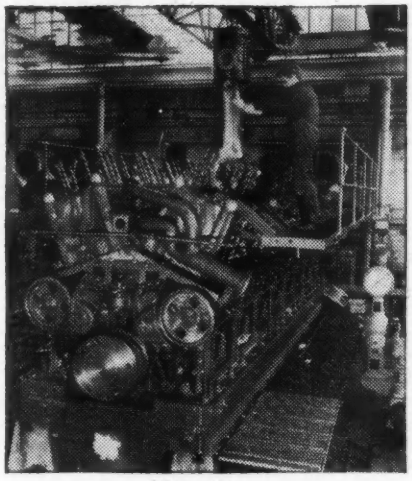
Colombia
(166/67) Agency inquiry for chemicals; consumer goods; industrial machinery and equipment. E.S.B. 28583/67.

Denmark
(166/67) Agency inquiry for yarns. E.S.B. 29625/67.
(165/67) Manufacture under licence in Britain – long lasting match. E.S.B. 23394/67.

Finland
(167/67) Agency inquiry for pulverized cinder. E.S.B. 31875/67.

Germany, Federal Republic of
(166/67) German chain store to hold 63 simultaneous British promotions.

†For further details of the 'Export Service Bulletin' see page 542.



Inserting a piston and connecting rod into a KV 16-cylinder Major diesel engine at the Stockport works of Mirrlees National Limited, a Hawker Siddeley Company. This engine, which will develop 6,480 b.h.p., direct coupled to a 4,660 kW brush alternator, is the first of two engines which which will be installed at the Ronne Harbour Power Station on the Danish island of Bornholm.

Greece
(165/67) Inquiry for hotel fittings; furnishings and equipment. E.S.B. 31636/67.

Guyana
(168/67) Agency inquiry for Chinese checkers; paper products; stationery. E.S.B. 17659/67.

Irish Republic
(166/67) Agency inquiry for cutlery. E.S.B. 31635/67.

Israel
(167/67) Agency inquiry for diabetic confectionery. E.S.B. 14496/66.
(166/67) Tel-Aviv International Trade Fair. G.D. 9237/G.

Italy
(165/67) Agency inquiry for electronic recorders. E.S.B. 31633/67.
(168/67) Agency inquiry for knitwear; pyjamas; shirts; swimwear. E.S.B. 24388/67.
(168/67) Inquiry for chromic sulphate. E.S.B. 32156/67.

Kenya
(168/67) Agency inquiry for pumps. E.S.B. 30931/67.
(166/67) Inquiry for bottles and bottle washing machines; containers; cosmetics raw materials; pharmaceutical industry and raw materials. E.S.B. 31478/67.

Malaysia
(166/67) Agency inquiry for ceiling systems; metal casements. E.S.B. 29391/67.

Mexico
(167/67) Agency inquiry for confectionery-making machinery; metal abrasives; water cleaning equipment. E.S.B. 31786/67.
(165/67) Inquiry for rubber coated mining equipment; rubber containers. E.S.B. 30914/67.
(166/67) Inquiry for metal plates and tubes. E.S.B. 31671/67.
(168/67) Inquiry for food packing and processing machines. E.S.B. 31110/67.

New Zealand
(167/67) Manufacture under licence – engineering lines. E.S.B. 31881/67.

North America
(167/67) Department store buyers visits. E.S.B 4763/67.

Pakistan
(167/67) Inquiry for vegetable ghee plant. E.S.B. 31790/67.
(168/67) Inquiry for adhesive plaster; cotton wool manufacturing plant; gelatine operculate capsules plant. E.S.B. 16777/67.
(168/67) Inquiry for cosmetic making machinery. E.S.B. 32243/67.

Portugal
(165/67) Agency inquiry for picture prints. E.S.B. 30778/67.

Saudi Arabia
(167/67) Agency inquiry for domestic electrical appliances; gas stoves. E.S.B. 31763/67.
(167/67) Inquiry for electric irons. E.S.B. 31690/67.
(165/67) Inquiry for fur blankets. E.S.B. 31689/67.

South Africa
(167/67) Agency inquiry for curtaining material; knives; scissors. E.S.B. 31733/67.
(167/67) Agency inquiry for industrial chemicals; lactose; pharmaceutical chemicals. E.S.B. 31251/67.
(167/67) Inquiry for raw and processed chemicals. E.S.B. 26079/67.

Surinam
(168/67) General report on the market. E.S.B. 22887/67.

Sweden
(165/67) Agency inquiry for paints. E.S.B. 29528/67.
(166/67) Agency inquiry for cotton and woollen fabrics; piece goods. E.S.B. 31751/67.
(167/67) Agency inquiry for cord; string; yarn. E.S.B. 29918/67.

Switzerland
(165/67) Agency inquiry for testing and ancilliary equipment; tools. E.S.B. 31214/67.

Thailand
(166/67) Inquiry for clothing accessories. E.S.B. 30560/67.

Trinidad & Tobago
(167/67) Inquiry for freezing units. E.S.B. 31741/67.

Tunisia/Rumania
(168/67) Trade Agreement. C.R.E. 13318/G.

Uganda
(165/67) Agency inquiry for dress materials; shirting materials; suitings. E.S.B. 31687/67.

United States of America
(165/67) Inquiry for tractor spare parts. E.S.B. 31683/67.
(165/67) Manufacture under licence – drive couplings E.S.B. 31722/67.
(166/67) Inquiry for confectionery; foodstuffs. E.S.B. 31675/67.
(166/67) Inquiry for roll painting equipment; sheet metal fabricating equipment E.S.B. 29852/67.
(167/67) Inquiry for strip packaging machine. E.S.B. 27513/67.
(168/67) Inquiry for broom wire. E.S.B. 32179/67.
(168/67) Inquiry for crockery. E.S.B. 32194/67.
(168/67) Inquiry for luggage and travel accessories; pleasure boats and fittings; sports goods and sports wear. E.S.B. 30980/67.
(168/67) Inquiry for plastic materials. E.S.B. 32193/67.

Various
(168/67) Visits by British overseas commercial representatives. E.S.B. 6865/66.

Venezuela
(165/67) Agency inquiry for chamois leather cloths. E.S.B. 31485/67.

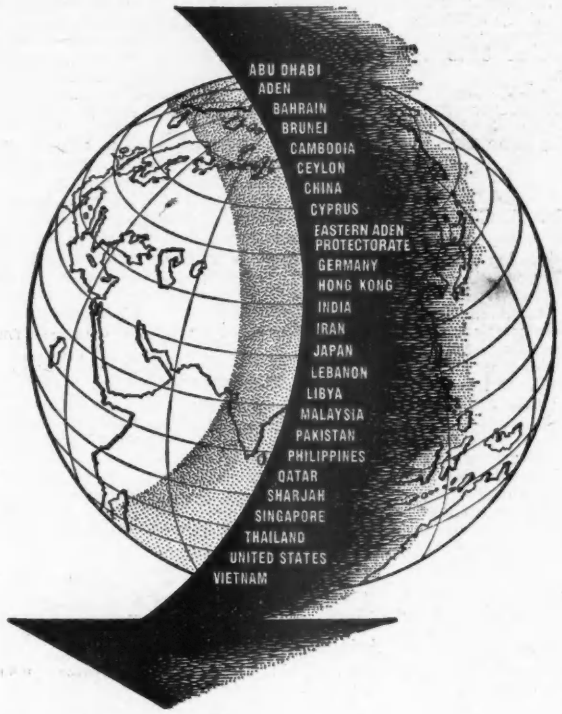
Zambia
(166/67) Inquiry for bathroom fittings; chalks and crayons; cutlery and furniture; hardware; hose fittings; lamps; solder and soldering irons; wire. E.S.B. 31693/67.

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade **Statistics and Market Intelligence Library** *at Hillgate House, 35 Old Bailey, London, E.C.4. This is a modern well-equipped library of over 85,000 volumes. It has a reading-room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and expanding collection of trade catalogues of foreign manufacturers. A brochure describing the library's services more fully is available on request.*

The library opens from 9 to 5.30, Mondays to Fridays. (Tel. 01-248 5757, Ext. 368 or Telex No. 25977).

The best way to these EXPORT MARKETS



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Export Orders

Firms are invited to send in brief details of recent export orders or contracts for mention on this page.

Export bridgework

Dorman Long (Bridge & Engineering) Limited have received an order from the Mowlem Construction Co. Limited for 800 tons of steelwork, valued at £150,000, for the Pakwach Bridge, Uganda.

This bridge will carry road and rail traffic and is of through type truss construction with a cantilevered footway on one side. The bridge consists of three simple spans each 260 ft. The roadway width is 22 ft. and the rail track is one metre gauge.

The promoters are the Uganda Government and East African Railways and Harbours. The design and fabrication of the superstructure is being supervised by the Crown Agents for Overseas Governments and Administrations, and Coode & Partners are the consulting engineers for the project.

Desalination plant for Gibraltar

A 225,000-gallon per day desalination plant, costing some £270,000, has been ordered from British Aqua Chem Limited, London, by the Gibraltar City Council to meet the increased demand for fresh water brought about by the growing tourist trade.

The plant – self-contained, with its own boiler – is of the Aqua Chem long tube, multi-stage (39 stages) flash type. Due for completion by the end of 1968, it will be operational for the summer season of 1969.

Indonesian orders

The Instrument Division of Evershed & Vignoles Ltd., Chiswick (managing company of the Evershed Division of the George Kent Group) has received an order from Kantor Eropa Direktorat, Indonesia, for 50 electrical testing instruments, valued at over £2,300. The type ordered is the standard Major 'Megger' tester, with four testing voltages. The insulation range is 0 to 200 megohms and infinity and the continuity range 0 to 100 ohms. The tester is hand-generated and uses the famous Evershed cross-coils ohmmeter. This type of movement is inherently accurate, free from drift and requiries no setting up. The tester is direct reading and is housed in a two-tone metal case with a carrying handle and rubber feet.

This order follows one received in May for 50 Wee 'Megger' testers. This type is in use almost everywhere in the world. It is a hand-generated instrument, operating at 500 volts testing pressure, with ranges of 0 to 100 megohms and 0 to 100 ohms.

The Instrument Division of Evershed & Vignoles exports approximately 60 per cent of its new production through a network of nearly 100 agents and representatives throughout the world.

Ferranti Argus computers for W. Germany

To date eight Ferranti Argus Process Control Computer systems totalling around £500,000 have been sold in Western Germany in association with GRA (Gesellschaft für Rechnergesteuerte Anlagen m.b.H.), Wuppertal. In 1964 GRA entered into an exclusive arrangement with the Automation Systems Division of Ferranti Limited with the object of marketing Ferranti Automatic Control Systems, based on the Argus series of digital computers, in the Federal Republic of Germany and West Berlin. GRA also provide a consultancy service to German industry and to Scientific and Research Associations, and in close collaboration with Ferranti Ltd. undertake the installation, commissioning, maintenance and programming of Ferranti Control Systems.

Jets for Brazil

British Aircraft Corporation announce that VASP of Brazil has ordered two BAC One-Elevens 400 series jetliners for delivery in November this year for its short-haul services. It has taken options on three further aircraft.

Brigadier Pamplona, president of the airline, said that he was delighted to buy his jet aircraft from the same company which built the Viscount fleet, which had been so successful in service with VASP.

Sao Paulo's State Secretary of Transport, Senor Fermino Rocha Freitas believed that the early introduction of jet aircraft by VASP would place the airline on a firm and successful footing and he congratulated BAC on the order won against strong competition.

Brazil becomes the fifth Latin American country to choose the British jet. The others are El Salvador (TACA), Nicaragua (LANICA), Costa Rica (LACSA) and Argentina (Austral).

Swiss trucks choose Perkins' diesels

A Swiss company – E. Meili, March-Werk 8862 Shubelbach – has selected Perkins four cylinder diesel engines as the power units for two new multi-purpose trucks. A total of nearly 100 engines, comprising four cylinder 52 b.h.p. 4.108 units and direct injection four cylinder 80 b.h.p. 4.236 engines, have been ordered.

First deliveries have already been made to Switzerland from the Peterborough headquarters of the Perkins Engines Group, the world's largest manufacturers of diesel engines.

The 1.76 litre 4.108 engine which develops its maximum h.p. at 4,000 r.p.m. is being fitted in the Meili MA 4000 vehicle. The bigger 4.236 Perkins engine which develops its maximum h.p. at 2,800 r.p.m. is the power unit in the Meili MA 1500 truck. Both are four-wheel drive vehicles.

Common Market order

Another Common Market order for Marconi's Queen's Award winning aircraft radio compass has been placed for a fleet of 21 Boeing and Fokker aircraft. Air France, one of the world's leading airlines, is to use the equipment on Continental routes and a night postal service which delivers the mail in almost all weather conditions throughout metropolitan France. Late last year, similar equipment was ordered by the German airline, Deutsche Lufthansa.

Asbestolux for Ethiopia

An export order for over a million square feet of asbestos insulating board for Ethiopia has been won by Cape Building Products Limited of Uxbridge, Middlesex, a member of the Cape Asbestos group of companies. The

Final adjustments being made to a mobile pipebender, designed and built by General Descaling Co. Ltd., of Worksop, Nottinghamshire, in readiness for shipment to West Germany. In the past four years more than 20 of these highly specialized machines have been sold to customers in Formosa, Algeria, France, Egypt, Trinidad and South Africa, as well as in West Germany.

This tractor shovel, one of thirteen Yale 204A models employed by Roadstone Ltd. in the Republic of Ireland, has clocked up 8,250 hours running in 20 months. Working two shifts totalling 20 hours each day, it is in use at the company's Kill sand and gravel pit in Co. Kildare, building up stockpiles by night and loading lorries from the stockpiles by day.

contract, worth about £50,000, is with the Imperial Ethiopian Government's Ministry of Education and Fine Art, and is for Asbestolux board ¼ inch thick. It will be supplied over a period of 22 months for building 84 schools in Ethiopia, part of the International Development Association's current programme for the country.

The final quantity of Asbestolux used in the project is expected to be about 100,000 square metres.

Order from Portugal

GKN Bolts & Nuts Limited who exhibited at the International Fair in Lisbon from June 9-23 have obtained orders from Portugal for the GKN Pilgrim Nut – a hydraulic nut which since its introduction 18 months ago has gained export orders from 10 countries.

The nuts will be used in the building of heavy electrical generating plant.

As well as the Pilgrim Nut the company also introduced its ISO Metric Range of fasteners which were launched in this country in January. These are manufactured to the new world standard for metric – and the company is believed to be the first in the world to manufacture to this standard.

New company sells to United States

Stanley Adams, London's well-known creator of extravagant fashions for men, announces the formation of a manufacturing and wholesale division of 'Stanley Adams Designs for Adam W.1.' The new company is Stanley Adams Ltd.

Says Stanley Adams: 'I am delighted that our first customer in this new venture has come from the United States.' Genesco, the largest fashion and accessories consortium in America, has bought Adams' original designs for its 'Lions' Den' boutique operation, and it is planned that Genesco will eventually take this operation from coast to coast.

Stanley Adams firmly believes that for the individual boutique owner and designer, there is enormous potential in supplying high fashion in limited quantities to men's wear buyers, both at home and overseas. Full production and distribution for the Stanley Adams wholesale company has been set up, whereby Stanley Adams will design spring and winter collections of high fashion men's wear.

Machines for Singapore Mint

Hordern, Mason and Edwards Ltd., of Birmingham, have recently received an order worth £30,000 from the Singapore Mint for four Coinmaster Minting machines. The installation of these machines in December of this year will bring the total number of Coinmasters exported to nine mints throughout the world to 24. This is in addition to the 51 machines at present in use at both private mints and the Royal Mint in England.

First introduced in 1963, the Coinmaster Minting machine is available in two sizes – the No. 1 machine which handles coins of up to $1^{1}/_{8}$ in. diameter and is capable of producing 300 coins per minute and the larger No. 2 machine which can handle coins up to $1^{5}/_{16}$ in. diameter and is capable of producing 200 coins per minute.

Two solvent carriers for Norway

In a joint order, Sameiet Seaheron of Oslo and Assgards Skibsrederi & Partners A/S of Tonsberg have placed a contract with Smith's Dock Company Limited, South Bank-on-Tees, to build two 3,100 t.d.w. solvent tankers. The contract, which is worth approximately £1 million, is subject to credit facilities being granted for a 10 year period.

Australian order

The Australian Post Office has placed an order worth nearly £50,000 with GEC (Telecommunications) Ltd., of Coventry, England, for diversity equipment to be used on a microwave radio link carrying telephone calls between Melbourne and Adelaide.

The equipment, due to be despatched at the end of the year, combats loss of quality in telephone conversations due to the main radio signal being weakened by reflected or refracted signals. Fading of the signal occurs over land during periods of abnormal atmospheric conditions, or when the radio passes over long stretches of water. As well as this equipment, GEC will supply feeder cables and aerials.

At present, the company has orders totalling nearly £300,000 from the APO for its range of all-semiconductored microwave radio equipment – in addition to the £3.2 million contract for the trans-continental microwave link between Perth and Adelaide.

Scottish equipment for world's largest ships

An order for cargo oil gauging equipment to be installed in six 300,000 ton ships, the largest ever to be built, has been awarded by two Japanese shipyards, at the request of the American ship owners, to Dobbie McInnes Ltd., of Glasgow, a member of the Weir group of companies.

The ships are being built in Japan for National Bulk Carriers Inc. of New York, three of them by IHI (Ishikawajima Harima Heavy Industries Company Ltd.) at Yokohama and three by Mitsubishi Heavy Industries Company Ltd. at Nagasaki. They are intended to operate from the deep-water terminal at Bantry Bay, Eire.

The Dobbie McInnes orders are for six sets of their 'Teledep' equipment which indicates in the ship's control room the level of oil in each of the ships many tanks and incorporates an automatic warning system to show when pre-set high or low levels of oil have been reached. The orders, won in the face of international competition, are valued at £145,000.

British electronics for new Asian jet fleet

'Black Boxes', which will navigate a new jet fleet along all the major airways of Asia, have been ordered from The Marconi Company by Malaysia-Singapore Airlines. The major part of the contract, worth over £100,000, involves the installation of dual automatic direction finders and Doppler navigators in three Boeing 707 aircraft, and dual automatic direction finders on five Boeing 737 aircraft. These are all due to be delivered next year.

This equipment provides all the essential information to navigate an aircraft under all weather conditions. Coupled with an automatic pilot, the Doppler navigator could fly an aircraft accurately on a course to any point on the globe with the aircrew merely supervising the instruments and periodically feeding in basic navigational data.

Greek order

Against international competition from companies in France, Italy, West Germany and Yugoslavia, Redler Conveyors Limited, now a member of the Brockhouse Organization, has signed a contract in Athens worth approximately £50,000 for the supply of grain handling and cleaning equipment for a grain warehouse owned by the Greek Association of Grain Co-operatives known as KYDEP. The equipment includes machinery for filling the compartments of the warehouse with grain delivered by rail and road, initial and secondary cleaning, and for out-loading to rail and road vehicles.

The warehouse of 10,000 tons capacity is at Alexandroupolis in north-eastern Greece, about 15 miles from the Turkish border. It is hoped that the equipment will be installed and commissioned before the end of the year.

Export success for Pye TVT Ltd.

Greece and Thailand are two of the most recent countries to order television cameras and transmitters from Pye TVT Limited of Cambridge, England.

The order from Greece is for 4½ in. Image Orthicon Cameras which will be the first professional television equipment to be imported by the Hellenic National Broadcasting Institute for use in their TV station in Athens.

In the case of Thailand, this represents a further phase in the development of its TV network and follows the recent installation for the Public Relations Department of a complete television station at Haadyai in the southern part of the country. The new contract calls for two 5 kW Band III Transmitters to be installed by the Army Television in the capital, Bangkok. These transmitters will augment the existing equipment by Pye several years ago and will extend the range of the station in the Bangkok area.

ONE MILLION MILES IN SEARCH OF EXPORTS

Mr. Leslie Wyton, Export Director of GEC (Lamps & Lighting) Ltd. – the overseas trading subsidiary company of Osram (GEC) Ltd. – has recently reached a notable milestone in his career – a million miles travelling by BOAC, all in search of vital export orders for his company. He is seen here being presented with a 1-million miles certificate by Mr. S. J. Saunders (left) of BOAC. Mr. Wyton has travelled to practically every country in the world, and has been successful in obtaining export orders worth many millions of pounds. Last year Osram (GEC) Ltd. was awarded the Queens Award to Industry for its export achievements.

HINTS TO BUSINESSMEN

THE 'Hints to Business Men' series of booklets, covering over 100 individual countries, provides useful information on such subjects as travel, hotels, climate, currency, public holidays, population, industries, economic factors, and summarizes the nature and extent of imports and exports. Copies may be obtained free of charge by British businessmen who intend visiting any country on export business, on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7146).

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

FRANCE

Import regulations for meat etc. for human consumption

THE FRENCH *Journal Officiel* of August 19 announced that the list of abattoirs and processing establishments in Britain and Northern Ireland inspected and approved by the competent authorities in Britain and accepted by the French authorities should be extended by the addition of the following abattoirs and processing concerns.

Name and Address	Approval No.
Abattoirs:	
T. Borthwick & Sons Ltd., Swindon, Wilts.	EWS 62
Carlisle Butchers Ltd., Carlisle, Cumberland	EWS 63
Lloyd Maunder Ltd., Collompton, Devon	EWS 64
Shropshire Fatstock Society Ltd., Worcester, Salop	EWS 65
Manchester Public Slaughterhouse, Manchester, 10	EWS 66
Horse abattoir:	
Harrison, Barbour & Co. Ltd., Saintfield, Co. Down	N.I. 15
Abattoir and processing establishment:	
F. M. C. Newry, Co. Down	N.I. 9
Processing establishments:	
Tyne Brands Products Ltd., North Shields, Northumberland	EWP 9
Henry Sutton Ltd., Great Yarmouth, Norfolk	EWP 15

The abattoirs listed below should be deleted from the list of approved concerns published in the *Board of Trade Journal* of March 5, 1965, and April 15 and July 15, 1966.

Name and Address	Approval No.
Harris Ltd., Ipswich, Suffolk	EWS 9
Cavaghan & Gray Ltd., Carlisle, Cumberland	EWS 49
Emdalmeat Packers Ltd., Newry, Co. Down	N.I. 9
Belfast Food Producers Ltd., Belfast 5	N.I. 10

The French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479/480).

Amendments to import procedures

THE FRENCH *Journal Officiel* of August 19 announced amendments to the list of products subject to certain import procedures published in the *Board of Trade Journal* of June 9 (page 1518). The following items should be added to the list at Annex 1.

Tariff No.	Description
Ex 35.05	Dextrins: soluble or roasted starches, starch glues: A. Dextrins: soluble or roasted starches.
Ex 38.12	Prepared glazings, prepared dressings and prepared mordants, of a kind used in the textile, paper, leather or like industries: A. Prepared glazings and prepared dressings: 1 With a basis of amylacious substances.

The full French text of this notice may be seen at the Export Services Branch, Room E13, Board of Trade, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479/480).

Import regulations for certain foodstuffs and other products

THE FRENCH *Journal Officiel* of August 23 published a notice setting out the customs duty, mobile elements and maximum rates which apply from September 1 to certain foodstuffs and other products in the following tariff headings (for the sake of brevity the descriptions are omitted. For condensed descriptions see *Board of Trade Journal* of August 11, page 365.): tariff nos. 17.04, 18.06, 19.01, 19.02, 19.03, 19.04, 19.05, 19.06, 19.07, 19.08, 21.01, 21.06, 21.07, 22.02, 35.05 and 38.12.

The full French text of this notice may be seen at the Export Service Branch, Board of Trade, Room E13, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479/480).

VISITS OVERSEAS OF UNITED KINGDOM BUSINESSMEN

British businessmen intending to travel overseas are urged in their own interests to make the earliest possible contact, before going abroad, with the Board of Trade (at either the nearest Regional Office or the Export Services Branch). The Board of Trade, in co-operation with Commercial Officers at Embassies and Consulates overseas, are in a position to provide advice when it is required, and to arrange for suitable introductions and contacts related to the purpose of their business.

The information which the Board of Trade requires, apart from a businessman's name and that the firm he represents, consists of details of his itinerary, giving the places to be visited and the dates as nearly as can be estimated, the names and addresses of the local agents, if any, at the places to be visited, the general purpose of the visit, the type of contacts and introduction which the businessman would like to have arranged for him in advance, and any other relevant information which the businessman might consider would enable him to obtain maximum results. Where appropriate, these details should be accompanied by copies of trade literature relating to the product which the businessman is proposing to sell.

PORTUGAL

Drawback of import duty on single nylon yarn

THE PORTUGUESE *Diario do Governo*, First Series, No. 180, of August 3, 1967, published Decree No. 47,830, authorizing the importation under the drawback system of single nylon yarn destined for the manufacture of stretch yarn (mousse).

For every 100 kg. (actual weight) of white stretch yarn exported, the duties corresponding to an equal weight of single nylon yarn imported shall be refunded. For every 100 kg. (actual weight) of dyed stretch yarn exported, the duties corresponding to 93 kg. (actual weight) of single nylon yarn imported shall be refunded.

This Decree revokes Decree No. 43,621 of April 25, 1961, about which a notice appeared in the *Board of Trade Journal* of June 2, 1961.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248, 5757, Ext. 460 or 462).

ADEN

Boycott of goods

THE BOARD OF TRADE has been informed that a two-month moratorium on the boycott of products from Britain, America and West Germany has been introduced so that orders placed before the start of the Arab/Israel war can enter Aden. All inquiries to be addressed to Commercial Relations and Exports Department, Board of Trade, Room 346, 1 Victoria Street, S.W.1 (Tel. 01-222 7877, Ext. 2642).

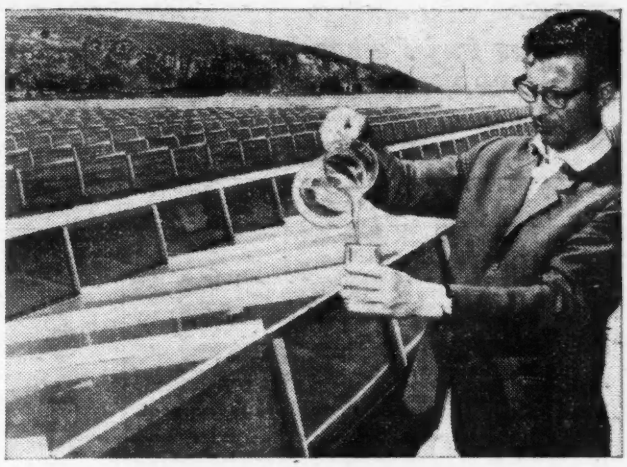
ISRAEL

Liberalization of imports

THE FOLLOWING ITEMS have been added to the list of goods for which Israeli import licences are issued without restriction. These goods were liberalized with effect as from June 4, 1967.

Tariff No.	Description of Goods	Customs Duty	Purchase Tax
	1. Flooring materials of P.V.C.		
	2. *Articles of reinforced plastics*		12½ 60%
39.01-3500	Plates, sheets, foil, strip or film whether or not in the form of sleeve		
	Of a thickness up to 1·3 mm:		
-3561	In one colour without pattern	IL.5·20 per kg.	
-3569	Other	60% but not less than IL.10.00 per kg.	
-3590	Other	60% but not less than IL.6·00 per m2.	
39.02-5000	Plates, sheets, foil, strip or film whether or not in the form of sleeve.		
-5080	Of a thickness up to 1·3 mm.:		
-5081	In one colour without pattern	IL.5·20 per kg.	
-5089	Other	60% but not less than IL.10·00 per kg.	
-5090	Other	60% but not less than IL.6·00 per m2.	
39.07-1400	Plates, sheets, foil, strip or film whether or not in the form of sleeve.		
-1470	Of a thickness up to 1·3 mm.:		
-1471	In one colour without pattern	IL.5·20 per kg.	
-1479	Other	60% but not less than IL.10·00 per kg.	
-1480	Other	60% but not less than IL.6·00 per m2.	
59.10-0000	On a textile base	60% but not less than IL.6·00 per m2.	
68.13-4000	Plates, sheets, foil, strip or film (asbestos) containing plastic materials	60% but not less than IL.6·00 per m2.	
70.20-3000	Plates, sheets, foil, strip or film whether or not in the form of sleeve:		
-3020	Made of glass fibre mixed with plastic materials:		
-3021	Of a thickness up to 1·3 mm.	IL.5·20 per kg.	
-3029	Other	60% but not less than IL.6·00 per m2.	

All inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London E.C.4 (Tel.01-248 5757, Ext. 460/62.)



An important part of the construction of the solar distillation plant recently completed on the Greek island of Patmos was the sealing of 44 miles of joints between the glass panels and their metal frames. For this, J. D. Caralampi SA, the Greek distributors of Expandite Limited, London, supplied Seelastik Silver Tint flexible sealing compound. Caralampi report that the designers are completely satisfied with the results and will be specifying Seelastik for future solar distillation plants.

Amendments to liberalization of imports

A NUMBER OF AMENDMENTS to the list of goods which can be imported into Israel without an import licence have been brought to our notice.

The amendments refer to:

Item	
29.44	Oxytetracyclin will be erased
84.42	'Heads of skuring machines' will be added.
29.42	'Quinine, cinchonine, cinchonidine' will be erased.
84.06 (B) (2) B	Will be erased.
84.63	Instead of items 84.63 and 84.63 (T) (1) A will come: '84.63 cranks and flywheels suitable to their structure for motor vehicles of the kinds like: flywheel gears, camshaft gear, camshaft wheel cranks for motor-cycles or motor scooters.
87.06	At the end of this item will be added: 'gearboxes for motor vehicles'; rear axle for motor vehicles, rear axles and their parts for motor vehicles, excluding automatic gear; toothed gear for motor vehicles.

All inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London E.C.4 (Tel. 01-248 5757, Ext. 460/462.)

LIBYA

Middle East crisis: currency control

IT HAS BEEN reported from Benghazi and Tripoli, that, as from August 5, the Central Bank of Libya has withdrawn all transfer restrictions which were introduced during the recent Middle East crisis.

Earlier notification on this subject appeared in the *Board of Trade Journal* of July 21, 1967, page 143.

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room* 127, *Board of Trade*, 1 *Victoria Street*, *London*, *S.W.*1 (*Tel.* 01-222 7878, *Ext.* 2653/6) *and not to HMSO.*

GHANA

Customs tariff amendments

THE FIRST AND SECOND SCHEDULES to the Ghana Customs Tariff are amended by the National Liberation Council Decree 192, as below, and became effective from August 5, 1967.

FIRST SCHEDULE – IMPORT DUTIES
A – GENERAL RATES

Tariff No.	Tariff Description	Rate of Duty
01.02	Live animals of the bovine species	per head NC6·00
01.03	Live swine	per head NC1·50
01.04	Live sheep and goats	per head NC1·00
38.11	Disinfectants, insecticides, fungicides, weed-killers, anti-sprouting products, rat poisons and similar products, put up in forms or packings for sale by retail or as articles (for example, sulphur-treated bands, wicks and candles, fly-papers)	10%
40.11	Rubber tyres, tyre cases, inter-changeable tyre threads, inner tubes and tyre flaps, for wheels of all kinds:	
	A. Outer covers and tubes suitable only for use on tractors or on vehicles designed solely for use in excavating and levelling operations	Free
	B. Outer covers and tubes for bicycles and tricycles and of a sectional width not exceeding 1¾ in.	15%
	C. Other motor vehicle outer covers (other than solid tyres) and tubes	30%
	D. Other including aircraft tyres and tubes and solid tyres	30%
49.10	Calendars of any kind, of paper or paperboard, including calendar blocks but excluding memorandum blocks incorporating calendars:	
	A. Trade advertising material	10%
	B. Other	50%
84.10	Pumps (including motor pumps and turbo pumps) for liquids, whether or not fitted with measuring devices; liquid elevators of bucket, chain, screw, band and similar kinds	10%
84.11	Air pumps, vacuum pumps and air or gas compressors (including motor and turbo pumps and compressors, and free-piston generators for gas turbines); fans, blowers and the like	Free
84.22	Lifting, handling, loading or unloading machinery, telphers and conveyors (for example, lifts, hoists, winches, cranes, transporter cranes, jacks, pulley tackle, belt conveyors and teleferics), not being machinery falling within heading No. 84.23:	
	A. Cranes, chain pulleys, bucket and gravity conveyors, hoists, mechanical loaders and winches	Free
	B. Other	50%
85.17	Electric sound or visual signalling apparatus (such as bells, sirens, indicator panels, burglar and fire alarms), other than those of heading No. 85.09 or 85.16:	
	A. Burglar and fire alarms	Free
	B. Other	50%
87.14	Other vehicles (including trailers and caravans), not mechanically propelled, and parts thereof:	
	A. Agricultural trailers	Free
	B. Other	50%
96.01/04	Brooms and brushes, consisting of twigs or other vegetable materials merely bound together and not mounted in a head (for example, besoms and whisks), with or without handles; other brooms and brushes (including brushes of a kind used as parts of machines); paint rollers; squeegees (other than roller squeegees) and mops; feather dusters; prepared knots and tufts for broom or brush making:	
	A. Artists' brushes; paints, distemper and varnish brushes; paint rollers; wire brushes for artisans	20%
	B. Tooth brushes	50%
	C. Other	100%

PART B

1. Goods admissible at concessionary duty rates when imported solely for use in manufacture by manufacturers licensed under the Excise Ordinance, 1953.

Tariff No.	For the Manufacture of	Description of Goods	Rate of Duty
B.18	Textile fabrics and textile manufactures.	(1) Yarn, not put up for retail sale	the lb. NC0·07 or 15% whichever is the less.
		(2) Chemicals (including starch) and colouring materials.	5%
B.21	Cigarettes, cigars, snuff and other tobacco products.	Unmanufactured tobacco and cut-rag tobacco, provided that the Comptroller is satisfied that the cut-rag tobacco is imported solely for the purpose of blending.	the lb. NC1·57½

2. Goods admissible at concessionary duty rates when imported by manufacturers approved by the Comptroller.

Tariff No.	Goods Manufactured	Description of Goods Imported	Rate of Duty
B.101	All goods	1. Commercial packing containers of the following description (but subject to the Comptroller's satisfaction that similar containers are not made in Ghana): glass bottles, jars and pots.	7½%
		2. Materials which are in the opinion of the Comptroller:	
		(a) Basic raw materials	5%
		(b) Other materials	10%
B.107	Textile manufactures	1. Fabrics (excluding hessian cloth) in the piece provided the Comptroller is satisfied that similar materials are not being manufactured locally.	the sq. yd. NC0·28 or 50%
		2. Knitted (including interlock) or crocheted fabrics of heading Nos. 60.01 and 60.06A of Part A, provided the Comptroller is satisfied that similar materials are not manufactured locally.	the lb. NC0·45 or 50%

3. Other goods admitted conditionally at concessionary duty rates.

Tariff No.	Description of Goods	Condition	Rate of Duty
B.203	Egg packing material	Imported solely by or on behalf of a poultry farmer.	10%

SECOND SCHEDULE – EXEMPTIONS
B – GENERAL EXEMPTIONS

Tariff No.	Tariff Description
	Delete Tariff item Nos. F.55, F.59, F.62, F.63 and F.67 and substitute the following:
F.55	Materials for the manufacture of products of heading No. 38.11: Materials approved by the Comptroller and imported to his satisfaction for use in the manufacture of disinfectants, insecticides, fungicides, weed-killers, anti-sprouting products, rat poisons and similar products.
F.59	Foodstuffs: (1) Foods specially prepared and put up for the feeding of infants; (2) West African raw foodstuffs and garri but excluding meat and alcoholic beverages; (3) Fortified protein food Formula 'P'.
F.62	Machinery, plant and apparatus: Machinery, plant and apparatus (including electrical construction materials) approved by the Comptroller: (a) For the generation, supply or transformation of electricity for power or commercial lighting; or (b) For industrial (including mining, dredging and water supply), agricultural or horticultural purposes; or (c) For a firm or industry under contract to the Government where provision is made in the contract for importation of machinery, plant and apparatus duty free; or (d) For marine use.
F.63	Materials for the preparation of the natural products: (1) Materials imported solely for use in the manufacture or processing of, or prospecting for natural products of Ghana namely mineral, timber and other natural products approved by the Comptroller. (2) Mines apparatus, appliances and equipment, including accessories and spare parts therefor, when certified by the Chief Inspector of Mines as imported solely for use in mining operations or for purposes stated in Part 14 of the Mining Regulations.
F.67	Pipes and tubing, and fittings therefor of Chapters 39 and 40, and headings Nos. 59.15, 76.06 and 76.07: Pipes and tubings for water supply, sewerage, drainage or irrigation subject to the Comptroller's satisfaction that similar pipes and tubing are not made in Ghana.

Note: The symbol C should read in this notice as ₵ for Cedi.

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 472).

REPORTS FOR UNITED KINGDOM EXPORTERS ON FIRMS OVERSEAS

UNITED KINGDOM exporters may wish to know more about a firm abroad which has offered to do business with them. The Board of Trade keeps records about the standing activities and influence of many firms abroad, and will make inquiries about any particular firm not already on record. These are not credit reports (for which the inquirers should apply to banks and other agencies) but they are useful in deciding the suitability of the overseas trade as a sales outlet. Requests for reports should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, or to the appropriate Regional office of the Board.

MALAYSIA

Import restrictions

THE MALAYSIAN GOVERNMENT has issued Notice to Importers – States of Malaya and Penang Island No. 7 of 1967, dated August 14, 1967, which states that with effect from August 10, 1967, the importation of:

732 910 – Motor-cycles, auto-cycles, and cycles fitted with an auxiliary motor, with or without sidecars.

into the Principal Customs Area of the States of Malaya and into Penang Island from any country, is subject to quantitative restriction and specific licensing.

Importers are required to prove their import performance in 1966 within one month of the issue of the notice, and those who have no past performance will not be allowed to import these goods.

Import licences will be issued for every half-yearly period, the first commencing on August 14, 1967, and ending on February 13, 1968.

The Customs (Prohibition of Imports) (Motor Vehicles) (States of Malaya) (Amendment) (No. 2) Order, 1967, which effected this change in import control was published in the Malaysian Government *Gazette* of August 19, 1967.

THE PHILIPPINES

Processing and certification of consular invoices

DETAILS OF an Agreement reached between Her Majesty's Government and the Government of the Republic of the Philippines on the subject of Foreign Service Circular 144/66 were published in the *Board of Trade Journal* dated February 17, 1967.

The requirement for provision of a Shippers Export Declaration (Customs Form XS29) as one of the necessary supporting documents for exports to the Philippines has now been discontinued (Philippine Embassy Circular No. 3/67)

REPUBLIC OF KOREA

Liberalization measures

HITHERTO, in the Republic of Korea's successive half-yearly trade plans a rigid control had been exercised over imports under the so-called 'positive list' system. This system prohibited the import of all goods except those specifically authorized in the 'positive list' and in practice meant that only about 3,700 specified items could be freely imported into the country. All other imports were either excluded or required an import licence issued by the appropriate Government Ministry. In the new trade programme, known as the 'negative list' system, 12,017 sub-items are prohibited and 10,255 are restricted in import out of 30,000 sub-items specified in the Standard International Trade Classification (SITC). All other commodities of whatever description, type or class may now be freely imported without licence or restriction. The degree of liberalization is perhaps best illustrated by comparing the figure of 17,128 sub-items now freely importable with the 3,700 sub-items in this category hitherto. The list of items that are still banned or restricted is available in the Board of Trade Library.

A closer examination of the measures announced reveals that the degree of relaxation is more limited than might appear at first sight. The new lists are based on a commodity classification formula more general and less specific than that of the SITC system. Existing prohibitions and restraints against many commodities, such as televisions, refrigerators, etc., remain intact. The regulations governing the new trade plan are flexible to a degree, and afford considerable latitude to the Ministry of Commerce in their application. By retaining the special customs tariff the Ministry have an effective weapon to discourage the import of non-essential items. This tariff, which was introduced three years ago, is applicable to any import which the Ministry of Commerce regards as a luxury. It provides for an additional tax of 70 per cent and 90 per cent of the estimated wholesale value of the import. Since current Customs duties are as high as 250 per cent *ad valorem*, it is open to the Ministry to put an effective brake on the import of items regarded as freely importable. Shortly after the announcement of the new trade plan the Finance Minister forecast that a new elastic tariff system may be adopted to cushion possible adverse effects of the trade liberalization policy.

There is some local uncertainty about what is or is not free listed and this seems to have led to a fall off in trading. The situation should be classified in the near future when the competent Ministries give respective rulings on the terms of restriction applicable to the various items in the new restricted import list. Informed sources predict that these terms will carry built-in price mechanisms whereby local producers will automatically be exposed to foreign competition if they fail to bring down their prices to reasonable levels. British businessmen should not expect too much at this stage from the apparently sweeping changes of the 'negative list' system. Time will tell whether the way has been opened for increased export opportunities to Korea.

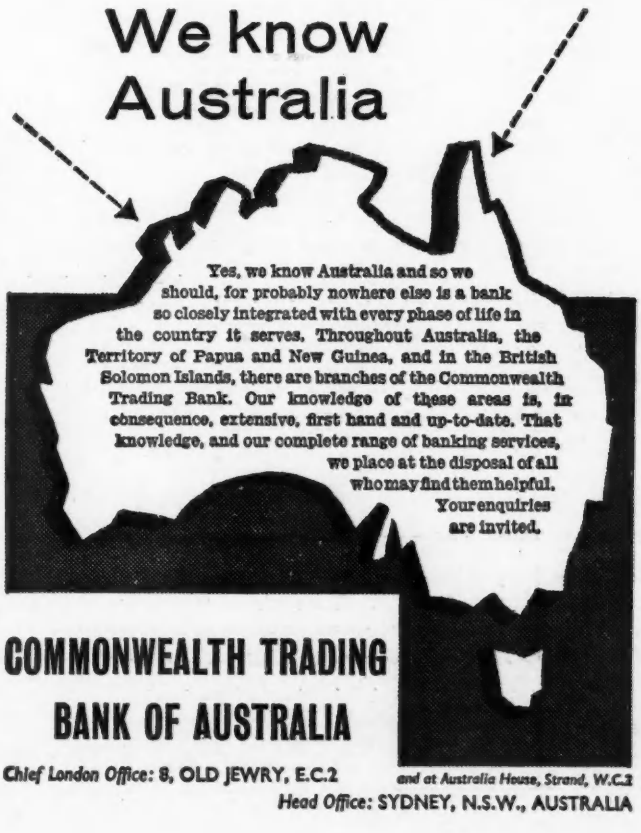
All inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2252).

NEW ZEALAND

Customs tariff inquiry

IN THE *Board of Trade Journal* of August 18, 1967, page 439, a notice was published about an inquiry by the New Zealand Tariff and Development Board into the question of what rates of import duty should be imposed on base metal frames with clasps for handbags and the like, and whether the present provisions allowing entry at concessionary rates of duty for certain types of change purse frames should be continued or amended. Notice has since been given of an amendment in regard to the description of the goods referred to in that notice. The amending description of the goods is as follows:

'Change purse frames, metal, hinged, of the bottom-opening channel type, measuring not more than 4¾ inches between the hinges.'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AUSTRALIA

Tariff Board inquiry

THE AUSTRALIAN Minister for Trade and Industry has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of **electrical steels** (Tariff items 73.12.19, 73.13.1 and 73.13.9).

This reference has been made as a result of representations by local industry.

Details of the tariff item under which the above-mentioned goods are dutiable are given in the next column:

Tariff Item	Goods	Rates of Duty	
		General	Preferential
73.12	Hoop and strip, of iron or steel, hot-rolled or cold-rolled:		
73.12.1	Not worked, or decorated but not further worked:		
*73.12.110	As prescribed by by-law	$7 per ton	Free
*73.12.120	Tinned	7½%	Free
*73.12.130	Bonded or clad with bearing metal	55% Primage 5%	27½%
*73.12.190	Other	10%, and $7 per ton	10%
73.13	Sheets and plates, of iron or steel, hot-rolled or cold-rolled:		
73.13.100	Unworked or simply polished, whether or not cut to non-rectangular shape	$7 per ton, and 12½% Primage 5%	$4·80 per ton
*73.13.200	Tinned, whether or not cut to non-rectangular shape or decorated, not worked or not further worked	7½%	Free
*73.13.300	Corrugated or galvanized or corrugated and galvanized, whether or not cut to non-rectangular shape but not drilled, punched or otherwise worked	$13 per ton Primage 10%	$9 per ton Primage 10%
73.13.900	Other	55% Primage 5%	27½%

*Given for information only; does not form part of the reference.

This matter has been reported by telegraph by HM Minister (Commercial) at Canberra, who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure, notification in this instance should be given to the Australian authorities **not later than September 14.** Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference No. CRE 1774/67.

NEW EXPORT HANDBOOKS

The Board of Trade has recently issued two new Export Handbooks – 'Services for British Exporters' and 'ECGD Credit Insurance and Financial Support Services'. Together they contain 164 pages of information that every exporter should have. To get as many free copies of these two Handbooks as you require for distribution to your export staff, write now to the Information Division, United Kingdom Publicity Section, Board of Trade, 1 Victoria Street, London, S.W.1.

Tariff changes (including temporary duties)

DETAILS are given below of the changes made in the Australian Customs Tariff by Customs Proposals which came into effect on August 18, 1967. Deletions from and additions to the Customs Tariff are shown by square brackets and italics respectively.

Tariff Item	Goods	Former Duties		New Duties	
		General	Preferential	General	Preferential
	After Note 7 to Chapter 28 insert the following note: *8. The following goods are specified for the purposes of paragraph 28.21.19 and sub-paragraph 28.47.119, that is to say, goods that:* *(a) Were in transit to Australia on July 6, 1967; and* *(b) are entered for home consumption within 21 days after importation.*				
28.21.000	[Chromium oxides and hydrogens]	25%	15%	No change (Under new items 28.21.110; 900) 25%, and, except in respect of goods specified in Note 8 to this Chapter, a temporary duty of $80 per ton (Under new item 28.21.190)	15%, and, except in respect of goods specified in Note 8 to this Chapter, a temporary duty of $80 per ton
28.21	*Chromium oxides and hydroxides:*				
28.21.1	*Chromium trioxides:*				
28.21.110	*As prescribed by by-law*	No change (Under former item 28.21.000)		25%	15%
28.21.190	*Other*	25% (Under former item 28.21.000)	15%	25%, and, except in respect of goods specified in Note 8 to this Chapter, a temporary duty of $80 per ton	15%, and, except in respect of goods specified in Note 8 to this Chapter, a temporary duty of $80 per ton
28.21.900	*Other*	No change (Under former item 28.21.000)		25%	15%
28.47	Salts of metallic acids:				
28.47.100	[Sodium dichromate; potassium dichromate; sodium chromate; lead chromate]	25%	15%	No change (Under new items 28.47.111; 190) 25%, and, except in respect of goods specified in Note 8 to this Chapter, a temporary duty of $35 per ton (Under new item 28.47.119)	15%, and, except in respect of goods specified in Note 8 to this Chapter a temporary duty of $35 per ton
28.47.1	*Sodium dichromate; potassium dichromate; sodium chromate; lead chromate; sodium aluminate:*				
28.47.11	*Sodium dichromate:*				
28.47.111	*As prescribed by by-law*	No change (Under former item 28.47.100)		25%	15%
28.47.119	*Other*	25% (Under former item 28.47.100)	15%	25%, and, except in respect of goods specified in Note 8 to this Chapter, a temporary duty of $35 per ton	15%, and, except in respect of goods specified in Note 8 to this Chapter, a temporary duty of $35 per ton
28.47.190	*Other*	No change (Under former item 28.47.100)		25%	15%
87.01	Tractors (other than those falling within item 87.07), whether or not fitted with power take-offs, winches or pulleys:				
87.01.1	[Prime movers for articulated motor vehicles]				
87.01.1	*Tractors for articulated vehicles being tractors that in the opinion of the Minister, are designed for operation solely or principally on the highway.*				

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ST. VINCENT

Customs tariff changes

THE BOARD OF TRADE has received a copy of an Ordinance which amends the St. Vincent Customs Duties Ordinance in the following manner:

1. **First Schedule (Customs duties)**

by the deletion of the rates of duty on the undermentioned items and the substitution therefor of the following:

Description	Rate of Duty	
	Preferential	General
Beer, ale, stout and porter	EC$ 1·30	EC$ 1·66
Bicycles and tricycles, motor and parts	25%	35%
Motor cars and parts (exclusive of tyres and tubes)	25%	35%
Lorries and vans – Motor and parts (exclusive of tyres and tubes)	25%	35%
Fuel crude, gas, diesel and similar oils	EC$ 0·06	EC$ 0·17
Motor spirits	EC$ 0·28	EC$ 0·44
Gin (in bottles) not over proof	EC$12·00	EC$14·00
Gin (all other)	EC$12·00	EC$14·00
Rum (in bottles) not over proof	EC$ 9·00	EC$10·20
Rum (all other)	EC$ 9·24	EC$10·20
Whisky (in bottles not over proof)	EC$14·00	EC$16·00
Whisky (all other)	EC$14·00	EC$16·00
Cigars	EC$ 5·00	EC$ 6·00
Cigarettes	EC$ 5·00	EC$ 6·00

(EC$4·80 = £1 sterling.)

2. **Second Schedule (Table of exemptions from duty)**

(a) by the addition of the following new item to Table A therein:

12. Skim milk containing less than 8% butter fat.

(b) by the addition of the following new item to Table B therein:

47. Weedicides.

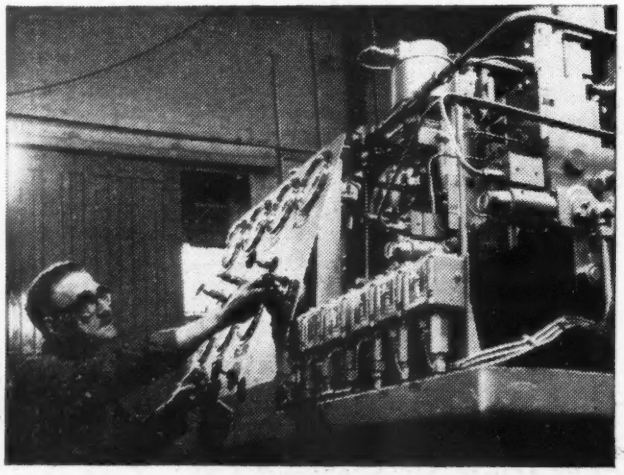
Surtax

The above-mentioned Ordinance also imposes a surtax of 5 per cent upon the duties levied on all goods, wares and merchandise appearing in the First Schedule to the Customs Duties Ordinance, not classifiable as foodstuffs or food preparations.

Excise duties

A FURTHER Ordinance increases the excise duties payable on all spirits and rum (other than rum used in the manufacture in the Colony of bay rum or perfumed spirits) made within St. Vincent to EC$5.00 and EC$6.00 per proof gallon, respectively.

Inquiries about the above notice should be addressed to the Export Services Branch (Tariff Section), Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471).



The Boeing Aircraft Company of Seattle is to instal oil hydraulic equipment by Towler Hydraulics for powering two new 3,300-ton ASEA deep drawing presses using fluid form techniques. The presses, for the production of jet transport components, will operate on the Towler direct pumped system at pressures in excess of 16,000 psi. At the heart of each press control system is a custom built manifold valve station, one of which is illustrated during final inspection.

BRAZIL

Imports of wool

CUSTOMS POLICY Council Resolution No. 471, published in the *Diario Oficial* of July 7, grants exemption from import duty on a quota of 2,400 tons of merino or merino-type raw wool, included within Brazilian tariff classifications 53-01-002/003. Customs clearance will be authorized against presentation of the import licence or voucher, issued specifically for the utilization of this quota, up to November 30, 1967.

COLOMBIA

Changes in prior deposits

IT HAS BEEN reported by HM Embassy in Bogota that the Colombian Monetary Board has issued Resolution No. 32, dated June 21, 1967, which reduces to 30 per cent the rate of prior deposit on blooms and billets of iron or steel under the Tariff heading 73.07.

UNITED STATES

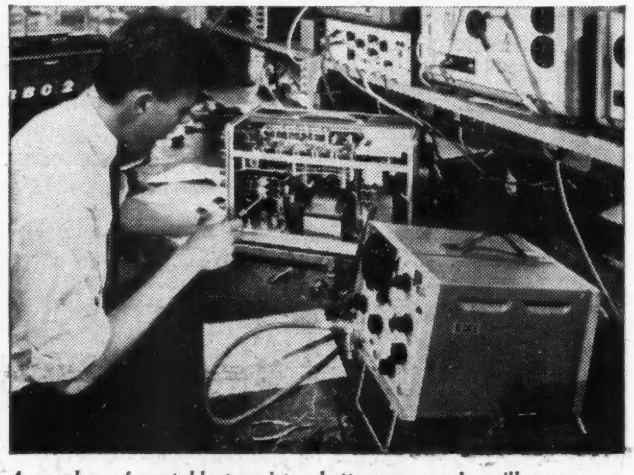
Initial Federal Motor Vehicle Safety Standards (Standard No. 201)

THE *Board of Trade Journal* of April 28, 1967, gave notice of an order by the Federal Highway Administrator for reconsideration of Standard No. 201 (issued on January 31, 1967) which specifies requirements of interiors of passenger cars manufactured after January 1, 1968, and including instrument panels, seat backs, protrusions, sun visors and arm rests. After review of the evidence presented the Federal Highway Administrator has determined that Standard 201 issued on January 31, 1967, should be superseded by a new standard that specifies initial requirements to afford import protection for occupants and that certain related definitions should be amended accordingly.

Details of the new Standard No. 201 are available from the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 3365).

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.



A number of portable transistor battery-powered oscilloscopes are being used to service BBC Outside Broadcast vehicles. The picture shows an EMI 101 Oscilloscope marketed by SE Laboratories (Engineering) Ltd., being used in the BBC OB repair workshop. It was chosen on its performance, weight and portability.

Members of a trade mission organized by the British Electronic Valve & Semiconductor Manufacturers' Association, in conjunction with the British National Export Council, leaving London Airport last month for New York. This mission, whose primary aim is to expand the sales of the products of the British valve and semiconductor industry in the United States, will take in a visit to the Western Electronics Show and Convention in San Francisco during their 2-week stay in America. Headed by Mr. C. F. Machin, the mission consists of the following: For EMI Electronics Limited, Mr. J. H. Griffiths, sales manager, and Mr. E. M. Worster, senior photomultiplier engineer; for Ferranti Limited, Mr. G. Hanson, sales manager, Electronics Department, and Mr. E. Spencer, office manager, Electronics Department; for Mullard Limited, Mr. C. F. Machin, director and head of Industrial Electronics Division, and Mr. T. Jacobs, manager, Technical Service Department, Consumer Electronics Division; for Standard Telephones & Cables Limited, Mr. A. H. Hooke, product marketing manager, and Mr. C. H. Foulkes, divisional manager, valves; for Thorn-AEI Radio Valves & Tubes Limited, Mr. K. G. Room, export manager, and Mr. J. C. King, chief engineer; for Rank Electronic Tubes, Mr. G. K. Slater, sales manager, and Mr. D. S. Hills, engineer; for Nore Electric Company Limited, Mr. A. R. Chance, managing director, and Mr. C. I. Benson, technical director; and for Racal Instruments Limited, Mr. J. H. Hood, director.

CANADA

Pharmaceutical Products Dumping Duty Exemption Order, 1967

UNDER ORDER IN COUNCIL PC 1967-1354 dated July 12, 1967, Section 4 of the Pharmaceutical Products Dumping Duty Exemption Order, 1967, is revoked and the following substituted therefore:

> '4. For the purposes of this Order, pharmaceutical products may be deemed to be of a kind not made or produced in Canada where the goods of that kind made or produced in Canada are not offered for sale to the ordinary agencies of wholesale or retail distribution or are not offered to all purchasers on equal terms under like conditions, having regard to the custom and usage of trade, and shall not be deemed to be of a kind made or produced in Canada unless a quantity sufficient to supply 10 per cent of the normal Canadian consumption of such article is so made or produced.'

This amends the fourth paragraph of the notice published in the *Board of Trade Journal* of June 30 (page 1705).

WORK OF BRITISH STANDARDS INSTITUTION

The British Standards Institution (British Standards House, 2 Park Street, London, W.1) is well known as the official standards organization for this country. It also takes an active part in the work of international standards organizations such as ISO and IEC. Apart from standards work, BSI has several other functions. It runs a certification mark scheme, granting licences to manufacturers to use the BSI 'Kite mark' on products conforming to British Standards. It also undertakes testing work for outside bodies. It runs a Technical Help to Exporters scheme, providing firms selling abroad with information on oversea regulations applying to their products. It has been designated as the focal point for the British change to the metric system, which means that it co-ordinates the details and timing of the change in each industry, apart from re-writing thousands of British Standards in metric form.

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A = annually; M = monthly; Q = quarterly; 6-M = every six months.

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Registered as a Newspaper. Published by Her Majesty's Stationery Office, Atlantic House, Holborn Viaduct, London, E.C.1, for the Board of Trade, 1 Victoria Street, London, S.W.1.
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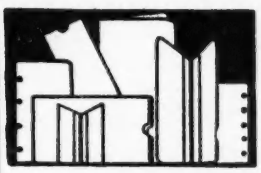

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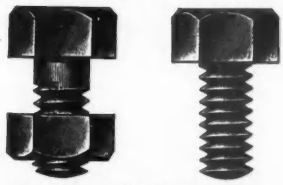

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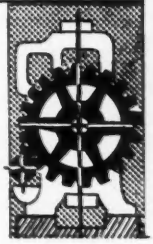

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